

NOTE THE SOAP INDUSTRY SECTION

The American Perfumer

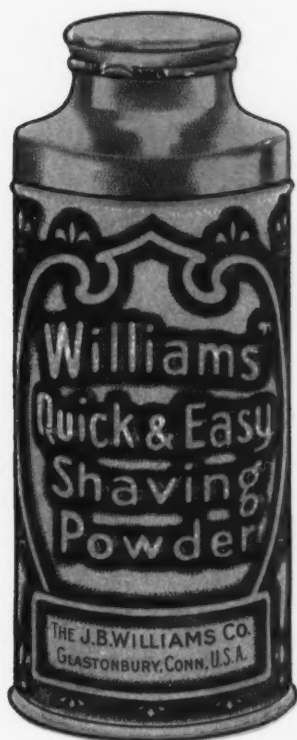
and Essential Oil Review

PERFUMER PUBLISHING CO.

AUG. 1917

30 MAIDEN LANE, NEW YORK

VOL. XII
NO. 6



USED BY THE LARGEST CONSUMER

MUST BE A REASON FOR IT

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The American Perfumer

and Essential Oil Review

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc. No producer, dealer or manufacturer has any financial interest in it, or any voice in its control or policy.

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WAR TAX OUTLOOK IN CONGRESS.

Persistent pressure by the officers and members of the Manufacturing Perfumers' Association, the Flavoring Extract Manufacturers' Association, together with those of allied organizations, and diligent work by their Washington representatives, has kept the War Revenue Bill in the Senate in a status far more favorable than it was when passed by the House. The little joker on taxing all mixtures containing alcohol has been eliminated, due to showers of protests. Final action on the bill is not expected before early in September. Meanwhile it must be watched, especially when it goes to the Conference Committee.

Our Washington correspondent thus reviews the field:

WASHINGTON, August 18.—The last month has been marked by many important developments relative to taxation and prohibition of direct interest to the perfumery, cosmetic, toilet preparation and flavoring extract industries.

After many long delays the Food Control Bill was agreed upon in a Conference Committee representing both houses of Congress and was enacted into law, and quickly following it the War Revenue Bill was taken up in the Senate and there is the prospect of a week or two more of debate upon it before it goes to a Conference Committee to adjust the differences of the two houses.

The War Revenue Bill was reported once to the Senate several weeks ago, but was withdrawn pending action on the anti-whiskey measure. Meanwhile Secretary of the Treasury McAdoo presented new estimates for war appropriations aggregating \$5,000,000,000, with the suggestion that part of the funds to meet them be provided for in the revenue bill.

The Committee on Finance decided not to attempt to raise anything like \$5,000,000,000 more, which would have probably presented serious problems to the perfumery and allied industries. The committee did, however, raise the total revenue provided by the War Revenue Bill to be raised from taxation from about \$1,600,000,000 to \$2,000,000,000.

During the reconsideration of the bill and before reporting it finally to the Senate the Finance Committee struck from Section 304 the clause that was very objectionable to the perfumery and drug trades providing that distilled spirits in retail stock when the bill should become law, even if they be mixed with other ingredients, should pay the additional tax provided for alcohol. This provision, if it had been retained, would have imposed a heavy burden on merchants holding perfumes, toilet preparations,

cosmetics, patent medicines, proprietary articles, drugs, flavoring extracts, etc.

Its elimination may be credited to the strenuous protests received in Washington from representatives of the industries directly concerned. The tax was intended, it is said, to prevent the withdrawal of spirits or alcohol from Government bonded premises before the new act should become effective, with a view to slightly changing the character of the spirits so that it would escape the additional tax and yet be usable for certain manufacturing and industrial purposes. The argument that such was the purpose of the reported large withdrawals of spirits did not wholly satisfy the Finance Committee in view of the representations made to it by the legitimate industries referred to.

For the first time in many years, it is said, a distinction is made in the purpose for which distilled spirits or alcohol is used in the application of Government taxes under the pending bill. An exception should be noted to the above in the case of denatured alcohol and alcohol for Government purposes, which are to be exempt from taxation under the present law.

The revenue bill as now before the Senate provides for a tax of \$1.10 per gallon on spirits in addition to the present tax of \$1.10, but for an increase of the additional tax by \$1 in the case of spirits withdrawn from bonded premises for beverage purposes. In other words, alcohol used for industrial, scientific, mechanical and manufacturing purposes would pay only about two-thirds of the full maximum tax rate of \$3.20 per gallon.

The increase of the additional tax on spirits provided for in the Senate bill was one of the steps taken to provide a moiety of the additional revenue needed to pay Uncle Sam's huge war budget.

The revenue bill retains the provision of a \$1.10 per wine gallon additional tax on perfumes containing distilled spirits hereafter imported into the United States. Other provisions of the liquor schedule recommended by the Finance Committee that are of interest to the perfumery and related trades may be summarized as follows:

A prohibitive tax of \$60 per bushel on grain and \$5 per gallon on molasses as materials entering into the production of spirits or alcohol after the enactment of the law which are to be used for beverage purposes.

A prohibition against the importation into the United States of spirits produced after the passage of the act for beverage purposes.

An increase in the tax on beer and similar liquors.

An increase in the additional tax of from 10 cents to \$1.10 per gallon on grape brandy used in the fortification of sweet wines.

An increase of 2 cents in the additional tax on dry wines containing less than 14 per cent alcohol, making the total tax 8 cents per gallon.

An additional tax of \$1 per gallon on still wines, liqueurs, cordials and other compounds, making the total \$1.10 on such wines containing less than 21 per cent alcohol and 25 cents if they contain more than that percentage.

An additional tax on champagne and sparkling wines equal to double the existing tax, which would make the new rate treble the present rate.

An increase of 15 cents per gallon in the tax on rectified spirits.

Pretty good progress is being made in the Senate in the consideration of the revenue bill, considering the magnitude and importance of the measure. Already the liquor and prohibition features of the bill have been agreed to by the Senate.

So, too, have the provisions covering perfumery, cosmetics, toilet preparations, proprietary articles, patent medicines, flavoring extracts, drugs, soft drinks and syrups.

None of these matters caused much discussion; quite the contrary. The committee amendments as a general rule were merely read and then agreed to. It is true that this action by the Senate so far is not final. It is being taken in Committee of the Whole and is merely tentative, but it probably will be ratified on final vote in the Senate.

Senator Simmons, of North Carolina, chairman of the Finance Committee, in his opening speech on the revenue bill, did not mention the perfume or spirits schedules or

WHEN TO QUIT ADVERTISING.

When the grasshopper ceases to hop,
And the cow quits bawling;
When the fishes no longer flop,
And the baby stops squalling;
When the dunner no longer duns,
And the hoot owl quits hooting;
When the rivers ever cease to run,
And the burglar stops his looting;
When the vine no longer twines,
And the skylark stops his larking;
When the sun no longer shines,
The young man quits his sparkling,
When the heavens begin to drop,
And the old maids stop advising,
Then—it is time to shut up shop,
And quit your advertising.

—Exchange.

other provisions of the bill relating to the perfumery, extract, drug and similar trades to any extent. In fact most of the Senators spoke along general lines.

The excise tax provisions touching perfumes, cosmetics, toilet preparations, proprietary articles, drugs, patent medicines, etc., as agreed to tentatively by the Senate are as follows:

"Section 601: * * * (b) Upon all perfumes, essences, extracts, toilet waters, cosmetics, petroleum jellies, hair oils, pomades, hair dressings, hair restoratives, hair dyes, tooth and mouth washes, dentifrices, tooth pastes, aromatic cachous, toilet soaps and powders, or any similar substance, article, or preparation by whatsoever name known or distinguished, upon all of the above which are used or applied or intended to be used or applied for toilet purposes, and which are sold by the manufacturer, importer, or producer, a tax equivalent to two per centum of the price for which so sold; and

"(c) Upon all pills, tablets, powders, tinctures, troches or lozenges, sirups, medicinal cordials or bitters, anodynes, tonics, plasters, liniments, salves, ointments, pastes, drops, waters (except those taxed under section three hundred and fourteen of this act), essences, spirits, oils, and all medicinal preparations, compounds, or compositions whatsoever, the manufacturer or producer of which claims to have any private formula, secret, or occult art for making or preparing the same, or has or claims to have any exclusive right or title to the making or preparing the same, or which are prepared, uttered, vended, or exposed for sale under any letters patent, or trade-mark, or which, if prepared by any formula, published or unpublished, are held out or recommended to the public by the makers, venders, or proprietors thereof as proprietary medicines or medicinal proprietary articles or preparations, or as remedies or specifics for any disease, diseases, or affection whatever affecting the human or animal body, and which are sold by the manufacturer, producer, or importer, a tax equivalent to two per centum of the price for which so sold; * * *

"Section 602. That each manufacturer, producer, or importer of any of the articles enumerated in section six hundred and one shall make monthly returns under oath in duplicate and pay the taxes imposed on such articles by this title to the collector of internal revenue for the district in which is located the principal place of business. Such returns shall contain such information and be made at such times and in such manner as the Commissioner of Internal Revenue,

with the approval of the Secretary of the Treasury, may by regulations prescribe." The beverage tax title of the bill as tentatively agreed to by the Senate contains the following provisions:

"Section 314. That there shall be levied, assessed, collected, and paid—

"(a) Upon all prepared sirups or extracts (intended for use in the manufacture or production of beverages, commonly known as soft drinks, by soda fountains, bottling establishments, and other similar places) sold by the manufacturer, producer, or importer thereof, if so sold for not more than \$1.25 per gallon, a tax of 3 cents per gallon; if so sold for more than \$1.25 and not more than \$2 per gallon, a tax of 4 cents per gallon; if so sold for more than \$2 and not more than \$3 per gallon, a tax of 6 cents per gallon; if so sold for more than \$3 and not more than \$4 per gallon, a tax of 8 cents per gallon; and if so sold for more than \$4 per gallon, a tax of 12 cents per gallon;"

"Section 300. That on and after the enactment of this act there shall be levied and collected on all distilled spirits in bond at that time or that have been or that may be then or thereafter produced in or imported into the United States, except such distilled spirits as are subject to the tax provided in section three hundred and four, in addition to the tax now imposed by law, a tax of \$1.10 (or, if withdrawn for beverage purposes, a tax of \$2.10) on each proof gallon, or wine gallon when below proof, and a proportionate tax at a like rate on all fractional parts of such proof or wine gallon, to be paid by the distiller or importer when withdrawn, and collected under the provisions of existing law.

"That in addition to the tax under existing law there shall be levied and collected upon all perfumes hereafter imported into the United States containing distilled spirits, a tax of \$1.10 per wine gallon, and a proportionate tax at a like rate on all fractional parts of such wine gallon. Such tax shall be collected by the collector of customs and deposited as internal-revenue collections, under such rules and regulations as the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury, may prescribe.

"Section 301. That in addition to the tax imposed on distilled spirits by existing law and under section three hundred, there shall be levied, assessed, collected, and paid on the materials used in the production of such spirits after the enactment of this act the following taxes: On all grains, cereals, and other solid products and materials, a tax of \$60 per 100 pounds, and on all molasses, sirups, and other liquid fermentable products and materials, a tax of \$5 per wine gallon. * * *

"Section 302. That no distilled spirits produced after the enactment of this act shall be imported into the United States from any foreign country, or from the West Indian Islands recently acquired from Denmark (unless produced from products the growth of such islands), or from Porto Rico, or the Philippine Islands. Under such rules, regulations and bonds as the Secretary of the Treasury may prescribe, the provisions of this section shall not apply to distilled spirits imported for other than beverage purposes.

"Section 304. That upon all distilled spirits produced in or imported into the United States upon which the tax now imposed by law has been paid, and which, on the day this act is enacted, are held by a retailer in a quantity in excess of 50 gallons in the aggregate, or by any other person, corporation, partnership or association in any quantity, and which are intended for sale, there shall be levied, assessed, collected and paid a tax of \$1.10 (or, if intended for sale for beverage purposes, a tax of \$2.10) on each proof gallon, and a proportionate tax at a like rate on all fractional parts of such proof gallon: *Provided*, That the tax on such distilled spirits in the custody of a court of bankruptcy in

insolvency proceedings on June 1, 1917, shall be paid by the person to whom the court delivers such distilled spirits at the time of such delivery, to the extent that the amount thus delivered exceeds the 50 gallons hereinbefore provided."

In his report from the Finance Committee, Senator Simmons refers briefly to the tax proposed on perfumes, etc., drugs, etc. Commenting upon the difference in it, as compared to the provisions of the house bill on the same subject, he says in the report:

"A tax of 5 per cent. upon the gross sales under any circumstances would be a heavy tax. It is many times heavier than a tax at the same rate upon net profits; and it is to be considered that under the pending bill and under the present law these same manufacturers are subjected to high taxes upon their net profits and a heavy additional tax upon their excess profits. Your committee felt that only where the conditions are exceptional could such a tax be justifiable, and then only at a lesser rate.

"The same general considerations hold with reference to the gross-sales tax imposed by the House bill upon perfumes, cosmetics and certain other similar articles, also upon patent medicines. Most of these articles are sold under privately owned formulas, and are more or less the subject of monopoly. Because of the character of the goods, and the element of monopoly therein, your committee thought that a moderate gross-sales tax to be paid by the manufacturer might be justified, and acting upon this principle, while retaining the gross-sale tax as provided in the House bill, has reduced the rate from 5 per cent to 2 per cent.

BUSINESS CALLED TO WAR.

An emergency call has gone forth from the Chamber of Commerce of the United States to the business men of the country for a great war convention to be held at Atlantic City, September 17 to 21. It is expected to be the largest gathering of business men ever held and will show to the world that American business recognizes its duty in this crisis and stands solidly behind the Government in war. Incidentally the object of the meeting will be to encourage our Allies and strike fear into the heart of the enemy.

"The nation's business today is war," declared R. Goodwyn Rhett, president of the National Chamber, "and every business man, firm and corporation must now subordinate individual interests to the common cause. This they are ready to do, all that is needed is direction as to what to do. The results of this meeting, which has been called by our executive committee, which has been in session almost continuously for the past three months, will show business the way, and inform the public as well."

COURT DECISIONS ON NAMES.

In another specific action in the complicated controversies of W. K. Kellogg and the Kellogg Toasted Corn Flake Company against Dr. J. H. Kellogg and his various subsidiary corporations, with reference to the rights to use the name "Kellogg" on food products, the Corn Flake Company and W. K. Kellogg have just won a victory. Judge North of the Circuit Court of Michigan has handed down a decision, declaring the rights in the name are practically all with W. K. Kellogg.

The Moxie Company has won its suit in the United States Court against the manufacturers of Proxie, which is made and distributed by the Wacker and Birk Brewing Company of Chicago.

UPWARD PRICE REVISIONS.

Many of the conditions obtaining in the perfume and toilet preparation industry have long been the wonder of competent observers, including some of the progressive manufacturers.

Among these conditions have been irrational discounts, bonuses and inadequate list prices, wholly independent in many cases of manufacturing costs. Those few manufacturers who really know what their products cost them to make are in a position to sell their goods on merit at a fair profit; but even some of these men have yielded to the lure of price competition.

Since the war has brought general prosperity and increased manufacturing costs, we have preached upward price revision, and we are glad to say that every week we learn of one or more firms that have put their prices on a rational basis. We have striven to get expressions of opinion from those who are in a position to speak with authority, and the ball was set rolling in our July issue by a gentleman whose views have found an echo in one of the largest talcum producing firms in the world. We append a letter from the Gerhard Mennen Chemical Co., and invite other readers to help along this necessary movement to put the industry on a plane that will enable it to pay his taxes and afford all a fair profit. Mr. Mennen's letter is as follows:

To the Editor of THE AMERICAN PERFUMER & ESSENTIAL OIL REVIEW:

Dear Sir:

I have read with considerable interest the article in your July issue by Mr. Jules Smucker on the future of talcum powder.

The only fault apparently to be found in his article is that he limited it too specifically to talcum powder, prompted, I presume, by his interest in tin cans, whereas his argument could be applied to every one of the articles made by any manufacturer who today markets talcum powder as part of his line.

If talcum powder prices were commensurate with producing costs in 1914, as they undoubtedly were, it stands to reason that they most certainly are not today. All of the raw material, inclusive of packages and containers, have risen anywhere from 50 to several hundred per cent. in value, to say nothing of the heavier traveling charges and shipping costs. The manufacturers were apparently all led to believe at the beginning of the war that it would be a short one, and that it would be a wise move in the interest of preserving both their trade and customer relations to give them the advantage of such favorable contracts as they may have had in force or such stocks of raw materials as were on hand. It is fairly safe to say, however, that at the present time all of these stocks have been exhausted and contracts either expired or cancelled due to inability to deliver.

It follows, therefore, that present day sales are being made at present replacement costs, and goods are being sold at the old, prevailing prices, which means that they are being marketed at no more than actual cost, or at an absolute loss. We fully realize that it is undesirable to disrupt standard prices to which the consumers have been educated over a term of years, but my observation leads me to believe that our industry as a whole seems to have more fear in this direction than any other.

On top of that, unfortunately, to a large extent our consumers have been educated not to pay the full price, but rather to purchase our various articles of manufacture at a cut price, which would make an advance in price appear to them doubly offensive. We believe, however, that this fact should not deter this industry from charging a price which will net a fair return on the money invested, and at

CUT-THROAT PRICE MENACE.

Edward N. Hurley, Chairman of Federal Trade Commission, before the Commercial Club of Chicago.

It is recognized that a business man must be concerned not only with the efficiency of his own business but with the efficiency of his competitor's business, and realize that unhealthiness anywhere in his industry will react seriously on him.

It is a fact well understood among business men that general demoralization in a large number of industries has been caused by firms who cut prices not knowing what their goods actually cost to manufacture.

The cost of selling, which is equally important, is often almost wholly lost sight of.

Are the officers of the companies and firms who are cutting prices right and left irrespective of their cost, fair to their customers, stockholders or competitors?

Quality and service are becoming greater factors in the field of merchandising. Long after the price of a product is forgotten the quality is remembered.

The man who does not know his true costs is the man who prices his goods foolishly and thereby impairs the business of his sound competitors at the same time that he ruins his own.

Too low price making based on guesswork or on partial cost is a menace to sound business.

Please understand me, the menace is not in underselling, for a business concern must expect to face the low prices that are due to efficiency. But even the most efficient concern is not always able to meet cut-throat prices based on ignorance.

the same time make the consumer pay no more than a just price for what he receives.

With the impending taxes outlined in the Revenue Bill, a large part of which affects the raw material which we purchase and will, therefore, be passed on to us, it is doubly urgent that our prices be advanced so that we remain in business for other than philanthropic reasons.

I do not hesitate in saying that we have made a careful survey of all of our production and marketing costs, and that we intend announcing an upward revision of prices in keeping with these costs.

Very truly yours,
Aug. 20, 1917. WILLIAM G. MENNEN, President.

CENSUS OF MANUFACTURES.

The Census Bureau has issued the "Abstract of the Census of Manufactures," made in 1915 for the calendar year 1914. The general totals for the perfumery and soap industries were printed in our columns when announced originally. The present volume of 722 pages gives additional details regarding these and 338 other separate industries. It supplements the press bulletins from which the chief facts were obtained some time ago, and presents, in convenient form, with an alphabetical index, all the information that will be needed by the great majority of persons who have use for the manufactures statistics.

Among the details given are those relating to number, size and character of ownership of establishments, and States in which located; proprietors, officials, salaried employees and wage earners, classified according to sex and, in the case of wage earners, according to whether

over or under 16 years of age; salaries and wages paid; power used; fuel consumed; cost of materials; value of products; quantities of principal products; and various other items. Statistics somewhat similar in scope but in less detail are given, with reference to all industries combined, for each State and geographic division and for each of the leading 130 cities.

The volume may be obtained by purchase from the Superintendent of Documents, Government Printing Office, Washington, D. C., at 65 cents per copy.

NEW USE FOR EXPORT EMBARGO.

America's embargo may be used to combat German influence in foreign money markets and restore the American dollar to par in some neutral countries. The depreciation of the American dollar in Spain from \$1.07 before the war to \$.80 now has been the subject of conferences between representatives of the departments of State, Commerce and Treasury.

Payment on about \$100,000,000 worth of oils and other materials purchased in Spain before the depreciation set in is near. American soap makers and others face the possibility of being forced to pay 20 per cent. more for their goods than the contract price.

At the Spanish Embassy it was explained that Spain's action in lowering the value of the dollar did not differ from that of nearly "all neutral countries." It was intimated in Administration quarters that food and other necessities may be withheld from neutrals who reduce the exchange value of the American dollar.

AMERICAN CHEMICAL SOCIETY.

Chemical engineers and manufacturers from all over the United States will gather in Boston September 10-12, to participate in the fifty-fifth annual convention of the American Chemical Society. It is estimated that over a thousand will be present. It was intended that the convention would occupy the entire week, but it has been determined on account of the serious times and the mobilization of militia that it will be better to eliminate the banquet and other entertainments, excepting a typical New England shore dinner and a smoker.

The convention undoubtedly will reveal some of the marvelous results of recent research and many experts and engineers who hold prominent positions in the advance of industry will be speakers at the various meetings.

TROUBLES OF PERFUMERS.

British manufacturing perfumers and essence makers have been in great trouble about their supplies of the all-important raw material—alcohol. In June the Ministry of Munitions cut off further supplies of rectified spirit; this after a series of curtailments which, however, still left the manufacturers some supply. The Government, however, required the whole of the output of the distilleries, but in giving the coup de grace indicated that the perfumers and essence makers could find their spirit by rectification of certain rums, whiskies and articles of that character.

These manufacturers at first thought that the rectification would not produce a pure-enough spirit; indeed the first experiments with certain rums yielded by re-distillation a spirit with distinctive mylic, and other odors. This

made the trades very uncertain as to the suitability of rum. Then certain parties prominent in the industrial on a co-operative basis, the financing of which has been spirit trade took the matter up. They have found rums of certain origins which rectify to a spirit fairly acceptable for ordinary perfumery and essence purposes. They have arranged for the acquisition and re-distillation of sufficient quantity to carry these trades over into the new year and for the allocation of available supplies among the different firms in proportion to the quantity each indicates in advance it will require. The enterprise is thus made possible by the joint support of those interested.

THE EX-CZARINA'S PERFUMES.

A Paris dispatch to the *World* contains this interesting information, if it is entirely true, for \$500 a week, or nearly \$100 a day, for perfume is a big item even for royalty:

"Paris perfumers mourn the downfall of the Czar Nicholas because the Czarina was probably the best customer they ever had, paying on the average \$25,000 a year for perfumes. Her toilet water was manufactured of Parma violets from a certain private field in Grasse, picked by an army of girls and women between 5 and 7 o'clock in the evening, as she explained that 'violets' fragrance is greatest toward sundown."

"The Czarina's entire suite of apartments used to be sprayed daily with different perfumes. Her toilet table, of solid silver with feet of malachite, groaned under the weight of costly bottles, often adorned with rare jewels."

FOREIGN PATENTS AND TRADE MARKS.

Congressional legislation, calculated to suspend, if not destroy, the monopoly of German manufacturers in the manufacture and sale of certain medicinal articles or remedies in this country, is likely to make progress in the near future. The trading-with-the-enemy bill, which passed the House recently, has been under consideration by the Senate committee, to which it was referred, and will be reported to the Senate at an early date.

This measure contains a provision authorizing American manufacturers, licensed by the Federal Trade Commission, to make products, now protected by enemy patents, trade-marks, or copyrights, and gives the foreign owners the right to sue for infringement, if suit is begun within a year. The United States courts may render decrees ordering the payment of reasonable royalty, if proper showing is made by the foreign owners.

CITRUS BY-PRODUCTS SERVICE BEGUN.

A new service, designed to bring manufacturers of citrus by-products into touch with consumers, has been inaugurated by the citrus by-products laboratory, Bureau of Chemistry, at 142 South Anderson street, Los Angeles, Cal. On the producing end, this laboratory is in touch with firms in California who can supply citric acid, citrate of lime, essential oils, candied and dried citrus peel, flavoring products and vinegar.

Firms who purchase by-products are requested to list their names and needs with this laboratory. Names and addresses of prospective purchasers will be communicated to the producers, and offers from the pro-

ducers will be supplied to those listed as purchasers. No fee, of course, is collected.

The department will not guarantee in any way the quality of the products or the financial standing of its correspondents. Inquiries of a general nature relating to citrus by-products will receive attention.

BABSON'S TRADE OUTLOOK.

Roger W. Babson, the noted statistical and trade expert, in his current outlook, gives the following survey of business conditions, based upon thorough investigation and careful observation of the field:

"How the Draft Will Affect Business.—Nearly 700,000 men will soon step from civil life into military service. At first thought this seems like a staggering loss of customers to the retail trade. The fact is, however, that this number of men is really less than 2% of the total wage and salary earners in the United States. Moreover, their earnings probably do not amount to over 2% of the total wage and salary earnings. Then, too, there are important offsets to be reckoned against even this loss of customers.

"Retailers whose customers are drafted may be able to replace part of the trade which is lost by new customers among factory hands, farmers and others.

"Ninety-eight per cent of the wage and salary earners will be fully employed at the highest wages they have ever received. Women will now rapidly enter gainful occupations formerly occupied by men, and will help to fill the gaps in the customers' ranks. Taken altogether, merchants should suffer very little actual loss in business because of the draft. Government expenditures are growing to enormous proportions and will continue to increase. Merchants should plan on a heavy volume of gross business this Fall.

"What About Profits?—While the total volume of business will continue large, profits are today a prime question among producers. Investigations convince us that merchants must give the matter of profit margins the closest attention during the coming months. In studying a list of twenty leading industries, we find that these manufacturers are paying an average of nearly 50% more for their raw materials than they did a year ago, and 120% more than they did when the European war first broke out.

"For their finished products, however, they are receiving only 38% more than a year ago and about 100% more than on August 1, 1914. Taking advances of from 10% to 50% in labor costs, together with higher charges for machinery and other items of overhead burden, it is apparent that manufacturers are being forced into a difficult position.

"This fact will probably be taken into account by the authorities in connection with the apportionment of the new excess profits tax. There are, of course, certain industries the profits of which have been increasing, and others which are in a much more serious position than is indicated by the above figures.

"On the whole, the margin of profits during the coming months will be smaller than in the last two years. So far as we have been able to determine, however, fair and even lenient treatment will be given producers by

WHAT TRADE PAPER SUBSCRIBERS EXPECT FROM ADVERTISERS.

By *Walter D. Gregory, Circulation Manager the David Williams Company, New York, in Class of Chicago.*

Every time a business paper is properly sold by the circulation department, the subscriber actually extends an invitation to the manufacturers to keep him posted on their products through that paper.

In a recent circulation campaign by mail we used the following paragraph:

"This publication should save you hundreds of dollars, because it contains the names, addresses and specific announcements of a large number of live-wire firms which are willing, anxious and able to satisfy your requirements."

We got 217 subscriptions from this letter.

I had this test made because I felt certain that the results would substantiate my claim that the subscribers of today want and expect manufacturers to keep them informed through their business papers concerning all merchandise and service in their respective lines.

My picture of the circulation of a modern business paper is that the circulation department goes out into the highways and byways and gets several thousand carefully selected subscribers to invite the editor to give them methods and news, and the manufacturers to give them practical talks on those subjects that are pertinent to the subscribers' line of business.

Properly interested subscribers to any business paper surely are like a vast audience voluntarily gathered together for the specific purpose of listening to both the editors and the advertisers explain subjects that are of vital importance to every person.

the Government. It is fully as important to encourage production of necessities as it is to raise revenue.

"Will Submarines Shut Off Imported Goods?—So far, there have apparently been sufficient ships to handle our usual import trade. The submarine menace is still with us, although the censored figures probably do not reveal the true situation. Even at the reported rate of sinking, however, it is estimated that it would take Germany less than two years to destroy enough merchant ships to compel us to employ every available vessel in trans-Atlantic trade.

"Unless some further check to submarine activities is discovered, the time is coming when we shall find it very difficult to obtain imports, except from Europe.

"Car Situation May Affect Credits.—While the car situation is by no means satisfactory at present, it is likely to be very much worse when the crop moving begins. We urge manufacturers to make all shipments possible without delay. Credit men should also bear this fact in mind, as difficulties in transportation are an important cause of slow payments.

"Many credit men are becoming disturbed by the large amount of capital required to do business. Merchants and manufacturers who have never before borrowed are seeking additional funds. Merchants should take great care not to oversell their customers. Still, notwithstanding the above facts, with a heavy volume of business and well sustained prices, there should be comparatively few failures during the next few months."

HOW OUR FOREIGN TRADE RUNS.

Perfumers, flavoring extract makers, soap manufacturers and other of our readers will be interested in the following summary of imports and exports of the United States in the nine months ending March, 1917, with comparisons with the same period in 1916:

IMPORTS.		1916.	1917.
Oils—			
Glycerine, crude, lbs., dutiable.	7,985,670	3,333,114	
Grease and oils, n. e. s.—			
Sulphur oil or olive foots, lbs., free	6,022,941	7,692,803	
All other, lbs., free	8,892,408	5,218,307	
Vegetable—			
Expressed—			
Chinese nut, gals., free	3,145,057	5,618,528	
Cocanut, lbs., free	42,901,660	39,983,414	
Cottonseed, lbs., free	8,684,693	7,832,704	
Olive, fit only for manufacturing, gals., free	488,288	309,248	
Olive, edible, gals., dut.	4,812,729	4,481,305	
Palm, lbs., free	36,245,607	26,748,300	
Palm kernel, lbs.	6,281,384	1,857,038	
Peanut, gals., dutiable	798,698	2,021,602	
Rapeseed, gals., dutiable	1,282,231	1,000,214	
Soya bean, lbs., free	32,558,979	126,959,162	
All other, free	\$42,373	\$26,160	
All other, dutiable	\$111,199	\$283,378	
Distilled and essential—			
Lemon, lbs., dutiable	330,236	273,077	
All other, dutiable	\$1,906,509	\$2,010,790	
Oleo stearine, lbs., free	910,478	951,533	
Perfumery, cosmetics and all other preparations, dut.	\$2,209,283	\$2,688,179	
Potash—			
Carbonate of, lb., free	1,390,353	2,584,707	
Cyanide of, lbs., free	43,705	50,830	
Hydrate of, containing not more than 15 per cent. of caustic soda, lbs., free	19,000	62,251	
Nitrate of, or salt peter, crude, lbs., free	2,775,047	6,281,990	
All other, lbs., dutiable	216,169	771,916	
Soaps—			
Castile, lbs., dutiable	2,326,697	1,559,182	
All other	\$203,376	\$203,978	
Soda—			
Cyanide, lbs., free	559,206	1,383,192	
Nitrate of, tons, free	698,420	903,005	
All other salts, free	\$35,034	\$35,293	
All other salts of, dutiable	\$250,407	\$631,600	
Spices—			
Unground—			
Cassia and cassavera, lbs., dutiable	3,214,662	4,656,174	
Ginger root, not preserved, lbs., dutiable	21,169,360	14,396,053	
Pepper, black or white, lbs., dutiable	21,169,360	14,396,053	
All other, lbs., dutiable	19,492,028	14,291,430	
Talc, ground or prepared,* lbs., dutiable		23,743,938	
Vanilla beans, lbs., dutiable	650,873	521,209	
EXPORTS.		1916.	1917.
Alcohol, including pure, neutral or cologne spirits, pf. gals.			
Alcohol, wood, gals.	5,923,195	46,627,768	
Grease—	1,111,432	668,907	
Lubricating	3,127,344	2,054,355	
Soap stock and other	2,339,240	2,244,605	
Perfumeries, cosmetics and all toilet preparations			
Rosin, bbls.	\$1,934,391	\$2,793,551	
Soap—	1,064,828	1,182,267	
Toilet or fancy	\$1,980,005	\$1,588,306	
All other, lbs.	\$9,301,433	\$2,650,586	

OUR ADVERTISERS—XXXII.

MAGNUS, MABEE & REYNARD, INC.,
257 Pearl Street, New York.

Essential Oils, Vanilla Beans and Chemicals.
PERFUMER PUBLISHING Co.,
80 Maiden Lane, New York.

Gentlemen:—In regard to results from our advertising in THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW, we would advise that almost from its first publication we have been represented in the columns of your paper, and this we regard as very good evidence that the results have been to our satisfaction.

Yours very truly,

MAGNUS, MABEE & REYNARD, INC.

Stearine, from animal fats, lbs.	9,311,216	10,006,036
Vegetable,* lbs.		1,047,506
Tallow, lbs.	14,272,865	12,184,507

*Included in "all other articles" prior to July 1, 1916.

CITRUS CANCER CAN BE ERADICATED.

Citrus cancer can be entirely eradicated from this country if energetic work is continued for a sufficient length of time, say specialists of the Department of Agriculture. Dr. K. E. Kellerman declares that the inspection and eradication work, while expensive in itself, has yielded encouraging results. Citrus cancer is described by Dr. Kellerman as the most contagious of all known plant diseases and the most destructive of commercial values.

Not only are infected trees destroyed by burning, but the ground under the tree is sprayed with a formalin solution, and it is also advisable to do this with apparently healthy trees in the neighborhood of those infected. The inspectors who do this work are required to wear a costume which can be thoroughly disinfected before and after visiting each citrus orchard. All the apparatus taken into citrus groves, such as oil cans and pumps, must also be disinfected.

Work of this character is now being carried on co-operatively by the Department of Agriculture and the States of Alabama, Texas, Louisiana, Mississippi and Florida.

NEW OUTLOOK FOR AMERICA.

A tabulation published in the New York Journal of Commerce shows that the total capital of important new enterprises—those rated at \$1,000,000 or more—in the United States in the first five months of this year amounts to between five and six times the amount thus invested in the same months of 1915. The United States is entering upon an unprecedented era of big things both in world influence and industrial enterprise.

HOW SAFE ARE YOU?

How do you know that you know just what legal trouble and how much of it will hit you when you have an accident in your works and a lot of outsiders get after you with the latest laws in your state appertaining thereto? asks the Confectioners' Journal of its readers, and the query is one that applies to our own readers. Are you fool proof in your safety appliances against any and every claim of neglect? TODAY is a good day to find out.

DECISION ON SIMILARITY OF TRADE-MARKS

Court of Appeals of the District of Columbia. The O. & W. Thum Company vs. Dickinson. Decided April 2, 1917.

1. Trade Marks—Similarity—Deceptive.—There is no excuse for an even approximate simulation of a well-known trade-mark appropriated to goods of the same descriptive properties. When it is apparent that such an attempt has been made, the two marks should not be examined with a microscope to detect minute differences, but should be viewed, as the public would view them, as a whole. The points of similarity are more important than the points of difference.

2. Same—Non-Registrable Matter—Omitted.—Non-registrable matter should not be included in a registered trade-mark. The reason is apparent. The registered mark should go out to the public in its original form, or it is deceptive and protects no one. (*Nairn vs. Ringwalt*, 237 O. G., 919.)

3. Same—Fly-Paper—Arbitrary Figures.—Where the mark sought to be registered consisted of three ovals, one complete and two half ovals on each sheet, with four representations of a fly, one above and below each interval and opposer shows long-continued and extensive use of and registration of a similar arrangements of ovals with four circles above and below the intervals and has also used upon its product the representation of flies, held there has been a studied attempt on the part of applicant to put upon the market a fly-paper closely resembling that of opposer. The use of the two marks would be likely to cause confusion or mistake and the opposition should be sustained.

Mr. F. L. Chappell and Mr. Otis A. Earl for the appellants. Mr. F. E. Liverance for the appellee. Patent appeals Nos. 1,096 and 1,097.

Robb, J.—These are appeals from decisions of the Patent Office in trade-mark opposition proceedings, in each of which the opposition was dismissed.

The parties are engaged in the manufacture and sale of sticky fly-paper at Grand Rapids, Mich., the opposer's business having been established more than thirty years ago. Its sales total more than 350,000 cases annually, or from 80 per cent to 90 per cent of the amount used. At an early date it adopted as its trade-marks the word "Tanglefoot" and also a fanciful design, the distinguishing feature of which is an oval so positioned that on each sheet of paper there is one complete oval and two half-sections at either end thereof. Surrounding the complete oval and forming a rectangle are four fanciful circles. In addition, it also has used upon its product the representation of flies.

The mark sought to be registered by the applicant in opposition No. 1726 consists of a fanciful design, the principal figure of which has about the same shape as that used by the opposer, and arranged in exactly the same way, that is to say, one complete oval in the center and two half-sections at either end. Applicant has substituted four flies for the four circles of the opposer.

The Examiner of Interferences was of opinion that some importance is to be attached to the slight difference in the ovals of the two marks, and he also was of opinion that

the four flies of applicant's mark "form a very distinctive feature thereof." The Assistant Commissioner stated that "There is a certain similarity between the mark of the applicant and that of the opposer, due to the arrangement of the complete and two partial ovals on the sheet of fly paper." but he was not convinced that the whole marks were so similar as to be likely to cause confusion in trade.

The law prohibits the registration of any mark which so nearly resembles a registered or known trade-mark owned as in use by another and appropriated to goods of the same descriptive properties, as to be likely to cause confusion or mistake in the mind of the public or to deceive purchasers. (34 Stat., 1251, and 37 Stat., 649.)

When it appears, therefore, as it does here, that a large and prosperous business has been built up by legitimate effort, and that a trade-mark has become associated in the mind of the public as pointing to the origin of the manufactured product, it is our duty carefully to protect the rights of the manufacturer, to the end that the Trade-Mark Act shall not become a vehicle of unfair competition. As we have many times stated, there is absolutely no excuse, either legally or morally, for an even approximate simulation of a well-known trade-mark appropriated to goods of the same descriptive properties. And when it becomes apparent that such an attempt has been made, the two marks should not be examined with a microscope to detect minute differences, but rather should be viewed as a whole, as the general public would view them. The points of similarity are more important than the points of difference.

Both tribunals of the Patent Office suggested that no one has a right to the exclusive use of the representation of a fly as a trade-mark for sticky fly-paper, and yet the only real difference between the two marks consists in the substitution of four flies by the applicant for the four circles of the opposer. We ruled in *Nairn Linoleum Co. vs. Ringwalt Linoleum Works* (231 O. G., 919), present term, that non-registrable matter should not be included in a registered trade-mark. The reason is apparent. The registered mark should go out to the public in its original form, or it is deceptive and protects no one. Thus in *Straus vs. Notaseme Co.* (226 O. G., 1433; 240 U. S. 179), where non-registrable matter had been included in the mark, the Court said:

"The mark that it used held out to the public as registered in the Patent Office precisely the element that had been rejected there. It affirmed that the authority of the United States had sanction that for which that authority had been refused, and by grasping at too much lost all so far as this case is concerned."

We are not impressed with the suggestion that there is anything distinctive about the manner in which these flies appear on the mark. In other words, we think they must be eliminated from consideration here, as applicant has no right to register them. Comparing the two marks we cannot escape the conviction that there has been a studied attempt on the part of the applicant to put on the market a fly-paper closely resembling that of opposer. The field was open and the opportunity as broad as the human imagination, and yet the applicant deliberately

adopted as the distinguishing feature of its mark the distinguishing feature of opposer's mark. But one inference is possible, and, whether or not the origin of the product is of any concern to the average purchaser, we are quite clear that to purchasers who desire a particular product the use of these two marks would be likely to cause confusion or mistake. (See Fishbeck Soap Co. vs. Kleeno Mfg. Co. (216 O. G., 663; 44 App. D. C., 6).)

In the second opposition the same marks of opposer are involved, the mark of the applicant consisting of a rectangular figure upon which are two flies and the word "Sticky" in quotation marks, with a panel extending across the four middle letters. A so-called disclaimer was filed as to the word "Sticky." For the reasons above stated the word "Sticky" and the two flies must be eliminated from the mark. When thus eliminated there will be no objections to the accompanying figure with its embellishments.

The decision in each case is reversed and the opposition sustained. Reversed.

MORE ABOUT ABYSSINIAN CIVET.

On page 141 of our July issue we printed some interesting information from Consul Southard, at Aden, Arabia, regarding the civet industry. Mr. Southard gives the following additional particulars:

Those engaged in the production of civet usually keep 25 to 50 cats in a large compound, which is divided by wooden partitions into smaller inclosures, each containing one cat. These animals have a strong and disagreeable odor, and the average European finds it very unpleasant to stay any length of time near one of the inclosures. The odor bothers even the native owners to the extent that they clean out the inclosures as often as twice a day. The animals are fed goat, mutton, or beef, and the natives believe that any other sort of food would result in an inferior supply of civet.

The male cat, it is stated, produces more and better civet than the female. The civet is taken from a small gland just under the tail, and is collected usually once a week. The head of the cat is held in an iron contrivance which keeps it from biting, and the civet is pressed from the gland into a spoon. A good male cat is said to yield about half an ounce a week. The substance when collected is stored in bullock horns, and is usually marketed in 200-ounce lots. It is sold by the ounce, and the local Maria Theresa dollar is used to weigh it, a dollar's weight of civet being accepted as an ounce.

GUM ARABIC AS AN ADULTERANT.

In addition to methods of adulteration described on page 142 there is one which is believed in Abyssinia to defy detection. It is the use of gum arabic alone. The gum is softened in water and all impurities removed. It is then soaked for a longer time, and the thickened liquid obtained added to the civet. Some local dealers firmly believe that there is no method of detecting this adulteration. Undoubtedly a chemist would have ways of discovering it. The matter of adulteration is not an easy one to investigate, as each adulterator has his own secret method which he will not, of course, discuss.

Some interesting local uses for civet have developed. It is prepared in various ways in Aden for use as a scent by the Arabs, who are very fond of it. The Arab women

mix it with sugar and other native scents and cook the mixture into a paste. This paste is then dried and cut into small pieces. The pieces are burned in small earthenware incense pots which are placed under a cane chair or bed over which clothing of the women is spread. The smoke from the burning pieces of paste impregnates the garments with an odor of perfume which is highly pleasing to the Arabs.

REGARDED AS AN EXCELLENT HAIR GROWER.

Civet is also regarded as excellent for making the hair grow, and while it is too expensive to use on so large a surface as the head it is extensively used by the young natives to encourage the growth of their moustaches.

For some reason which is not apparent the price of civet is about 15 per cent, lower than it was three years ago, and this in spite of the fact that an epidemic about two years ago killed off many cats and thus reduced the possible supply. While the demand from France has fallen off, the American demand has increased in proportion, and it is evident that the general market has not been reduced. The available supply is now gradually increasing.

PETITGRAIN OIL IN PARAGUAY.

(Consul Henry H. Balch, Asuncion, July 12.)

The chief article of direct export from Paraguay to the United States is oil of petitgrain, an extract obtained from the bitter-orange leaves that are found abundantly in Paraguay. Exports of petitgrain oil invoiced at the American consulate at Asuncion for exportation to the United States during the last two years were as follows: 1915, 23,040 pounds, valued at \$35,416; 1916, 33,680 pounds, valued at \$60,496. During the first six months of 1917 exports of this article to the United States amounted to 22,677 pounds, valued at \$45,043, as against 12,914 pounds, valued at \$24,283, in the corresponding period of 1916. Previous to the war France was the principal market for the exports from Paraguay.

Oil of petitgrain is used as the basis of perfumes and perfumed toilet soaps. It requires 300 pounds of leaves to produce a pound of the oil. The oil is extracted by packing the leaves into a barrel-like receptacle with perforations in the bottom through which steam is passed. A pipe leading from the top of the receptacle conducts the steam, which also contains the extract in vapor form, to a condense where the mixture is cooled and the oil appears on top ready to be drained off. The product in this form, which is considered ready for market by some producers, has a distinctly "oily" odor. *Some of the more important producers have a secret process of distillation that further refines the extract, leaving it with a perfume like that of Florida water.* When tested by a densimeter the specific gravity of the distilled extract is found to be about 28 or 30.

Now Is the Time to Keep Trade Moving.

(By President Woodrow Wilson.)

"I should regret to see any instrumentality neglected which has proved serviceable in stimulating business and facilitating its progress. This is not only not a time to allow any slowing up of business, but is a time when every sensible process of stimulation should be used."

Finds the Soap Section O. K. and Must Have It.

(From Frank C. Kellogg, Melrose, Mass., New England Representative Remmers Soap Co., of Cincinnati, O.)

Please find enclosed \$1 renewal to your Soap Section, which is O.K. This is no reflection on the rest of your magazine, which I find very interesting and instructive.

Flavoring Extract Section

OFFICIAL REPORT OF THE FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION

Since the annual meeting in June in Chicago the officers of the Flavoring Extract Manufacturers' Association, including President Beers, Secretary Day, Attorney Lannen and the legislative committee, have been extremely busy with matters at Washington affecting the interests of the industry. Their efforts have met with considerable success and the indications at this writing are that the trade will not have to bear more than its fair share of the onerous tax burdens imposed by the war.

Circular No. 59, sent out to the members, stirred them to protest against the provision in the War Revenue Bill imposing a tax on alcohol "mixed or combined with other substances." The result was that this provision was stricken from the bill in the Senate.

Circular No. 60 dealt with the Washington tax situation. In it Attorney Lannen expresses the opinion that—

"the bill as now framed will require all manufacturers who have any alcohol in their possession at the time the law becomes effective, to pay an additional tax of \$1.10 a proof gallon on that alcohol, regardless of the fact that they are not going to sell the alcohol as such but are going to use it in the manufacture of flavoring extracts, soda water, etc."

Attorney Lannen quotes the verbiage of the bill to sustain his interpretation and cites a court decision to the following effect:

"All articles, compound or single, not intended for consumption by the producer, are designed for sale."

Attorney Lannen has explained the situation more in detail in the circular, which has been sent to all of the members of the association.

Work on the 1917 Minutes of the Chicago Convention of the association is progressing rapidly. The report is all in type and galley proofs are in the hands of the officers. Attorney Lannen's proofs already have been returned with corrections.

Thomas L. Keough, chairman of the Chicago entertainment committee, reports a surplus of \$72.72 and on behalf of the committee expresses gratification that the efforts of its members met with the appreciation of the convention.

COMMITTEE APPOINTMENTS.

Flav. Ext. Mfrs. Assn., 1917-1918.

SCIENTIFIC RESEARCH COMMITTEE.

- C. D. Joyce, chmn., A. Colburn Co., Philadelphia, Pa.
- S. H. Baer, Blanke-Baer Chem. Co., St. Louis, Mo.
- F. M. Boyles, McCormick & Co., Baltimore, Md.
- G. H. Redmond, Sherer-Gillett Co., Chicago, Ill.
- B. H. Smith, Baker Ext. Co., Springfield, Mass.
- B. H. Harrison, Arbuckle Bros., Chicago, Ill.

MEMBERSHIP COMMITTEE.

- W. H. Hyde, chmn., Abner Royce Co., Cleveland, Ohio.
- Thos. L. Keough, W. J. Bush & Co., Chicago, Ill.
- F. S. Muchmore, Hallock-Denton Co., Newark, N. J.

LEGISLATIVE COMMITTEE.

- R. H. Bond, chmn., McCormick & Co., Baltimore, Md.

PUBLICITY COMMITTEE.

- F. L. Beggs, chmn., Styron-Beggs Co., Newark, Ohio.
- W. H. McCormick, McCormick & Co., Baltimore, Md.
- S. H. Baer, Blanke-Baer Chem. Co., St. Louis, Mo.

TRADE INTEREST COMMITTEE.

- L. B. Parsons, chmn., Seeman Bros., New York, N. Y.
- A. C. Fischer, Price Flav. Ext. Co., Chicago, Ill.
- F. A. Ross, Stickney & Poor Spice Co., Charlestown, Mass.

TRANSPORTATION COMMITTEE.

- S. J. Sherer, chmn., Sherer-Gillett Co., Chicago, Ill.
- C. L. Newton, Newton Tea & Spice Co., Cincinnati, Ohio.
- L. B. Parsons, Seeman Bros., New York, N. Y.

COST COMMITTEE.

- T. W. Carman, chmn., Baker Ext. Co., Springfield, Mass.
- C. F. Sauer, C. F. Sauer Co., Richmond, Va.
- J. L. Clawson, Clawson Co., Philadelphia, Pa.
- R. E. Heekin, Heekin Spice Co., Cincinnati, Ohio.

INSURANCE COMMITTEE.

- C. W. Jennings, chmn., Jennings Mfg. Co., Grand Rapids, Mich.

COMMITTEE ON HOW TO INCREASE SALES.

- R. E. Heekin, chmn., Heekin Spice Co., Cincinnati, Ohio.

NATIONAL COUNCILLOR.

- S. J. Sherer, Sherer-Gillett Co., Chicago, Ill.
- Thomas E. Lannen, attorney, Chicago, Ill.

STATE COMMITTEEMEN.

CALIFORNIA:

- Paul Rieger, Paul Rieger Co., San Francisco.

ILLINOIS:

- A. W. De Latour, Jewel Tea Co., Chicago.

INDIANA:

- Geo. H. Lynas, J. B. Lynas & Son, Logansport.

IOWA:

- J. F. McFadden, McFadden Coffe & Spice Co., Dubuque.

LOUISIANA:

- H. R. Stevens, Crescent City Carbonate Co., New Orleans.

MICHIGAN:

- H. L. Jenks, Jr., Foote & Jenks, Jackson.

MINNESOTA:

- Wm. McMurray, Wm. McMurray & Co., St. Paul.

MARYLAND:

- R. H. Bond, McCormick & Co., Baltimore.

MASSACHUSETTS:

- W. C. Whitman, H. A. Johnson Co., Boston.

MISSOURI, East:

- H. C. Grote, Edw. Westen Tea & Spice Co., St. Louis.

MISSOURI, West:

- S. W. Noggle, S. W. Noggle Whol. & Mfg. Co., Kansas City.

NEW JERSEY:

- F. S. Muchmore, Hallock-Denton Co., Newark.

NEW YORK CITY:

- G. Lowenstein, Fred Fear & Co., New York City.

NEW YORK STATE:

F. J. French, The R. T. French Co., Rochester.

OHIO, North:

C. W. Brand, The Widlar Co., Cleveland.

OHIO, South:

C. L. Newton, Newton Tea & Spice Co., Cincinnati.

OREGON:

C. C. Richard, Closset & Devers, Portland.

PENNSYLVANIA, East:

S. F. Irwin, L. H. Parke Co., Philadelphia.

PENNSYLVANIA, West:

J. L. Klingensmith, Pittsburgh Food Products Co., Pittsburgh.

TENNESSEE:

G. C. Davis, Davis Manufacturing Co., Jellico.

VIRGINIA:

B. J. Fishburne, S. P. Hite Co., Roanoke.

WASHINGTON:

J. W. Kahle, Crescent Mfg. Co., Seattle.

WISCONSIN:

E. A. Bergwall, Day-Bergwall Co., Milwaukee.

CANADA:

W. M. Shirriff, Imperial Extract Co., Toronto.

SPICE TRADE ASSOCIATION.

The American Spice Trade Association at its recent annual meeting elected the following officers: President, Lomax Littlejohn, of L. Littlejohn & Co., Inc.; vice-president, John Clarke, of John Clarke & Co.; treasurer, Benjamin H. Old, of Old & Wallace, Inc., and secretary, William Archibald, Jr., of the Archibald & Lewis Co.; John B. Elliman, of Balfour, Williamson & Co., whose term expires in 1919, was elected a director, as was Charles T. Ward, of Francis H. Leggett & Co., whose term expired in 1920. The following have been elected to the Arbitration Committee: Lomax Littlejohn, Eugene W. Durkee, of E. R. Durkee & Co.; Samuel Lee, of Hewlett & Lee; John B. Elliman and C. Arthur Thayer, of Austin Nichols & Co.

Reports were made by the retiring president, William D. Welkel, and Chairman Durkee of the Standards Committee. Mr. Durkee also reported the conclusions of the Arbitration Committee.

PURE FOOD AND DRUG NOTES

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, etc., relating to perfumes, flavoring extracts, soaps, etc.

FOOD AND DRUG OFFICIALS CONVENE.

Dr. Carl L. Alsberg, chief of the Bureau of Chemistry, told the convention of the Association of American Dairy, Food and Drug Officials that the association was useless and controlled by special interests. At its Atlantic City meeting recently he charged that the membership, which includes the Federal and State officers in thirty-eight States, was not paying heed to the crisis of the nation and was disrupted by "peanut politics." He intimated that the association had been controlled by trade interests for 20 of its 21 years of life.

J. S. Abbott, Department of State Co-operation, of Washington, accused the association of being "narrow, high-brow and failing to appreciate the breadth of opportunity." President J. J. Farrell, of Minnesota, prevented an open rupture by referring the discussion to a committee to report back next year.

James Foust, Dairy and Food Commissioner of Pennsylvania, was elected president for the ensuing year. Others elected were: First vice-president, A. M. G. Soule, Maine; second vice-president, J. M. Moore, Alabama; third vice-president, E. L. Barnhouse, Missouri; treasurer, George J. Weigle, Wisconsin, and secretary, John B. Newman, Illinois.

NEW FOOD STANDARDS.

One of the most important features of the Atlantic City convention of food officials recently was the report of the Joint Committee on Food Standards, presented by Dr. E. F. Ladd. These food standards have in some measure been tentatively proposed and issued, but in their final form were generally open to the final action of the food and dairy officials, after which they must be approved by the Association of Official Agricultural Chemists and then finally issued by the Secretary of Agriculture. Dr. Ladd's report included peas, spices, allspice, cardamom, peppers, paprikas, celery seed, cinamons, cloves, jamaica and other gingers, mustards, nutmegs and many substances in which our readers are not interested. His recommendations were approved.

STATE.

Kentucky.

L. A. Brown, Drug Chemist, in the latest bulletin we have received from the Food and Drug Department of the University of Kentucky, presents a study of the changes in the new Pharmacopœia and Formulary with special reference to aiding citizens of that State who are affected.

New Hampshire.

Chemist Charles D. Howard, of the New Hampshire Board of Health, in the July bulletin says this on flavoring extracts:

"Three samples each of so-called 'lemon' and 'vanilla,' as submitted to the state purchasing agent in connection with bids for supplying the State Hospital, were found to represent for the most part the cheapest kinds of imitations, the 'vanillas' especially being apparently far inferior in odor and flavor to the average vanillin and coumarin compound as sold over the counter. Samples of true lemon and vanilla, as submitted by the Schlotterbeck & Foss Co., Portland, Me., in the same connection, were found to conform to the standards for these articles. A specimen of Riker's True Extract of Almond, obtained from fresh stock as retailed at the Manchester store of the Liggett-Riker-Jayne Co., was found to be of standard quality and full quantity."

South Dakota.

We have at hand the sixteenth annual report of the South Dakota Food and Drug Commissioner, Guy S. Frary, M. S., which gives the work of the department in comprehensive form in a volume of 178 pages. As to flavoring extracts ten samples are specified, of which all except four passed. Two were deficient in lemon oil content and two were deficient and misbranded. A long chapter is devoted to methyl alcohol in toilet preparations. Despite the law of 1915 the inspectors still find numerous violations, especially in barber shops. Details are given of examinations of numerous hair tonics and dentifrices. The report shows active attention on the part of the commissioner and his assistants in enforcing the laws.

Official Decision on Weight of Olive Oil.

Treasury Decision 37,292 promulgates the ruling that the conventional weight of 7.61 pounds has been adopted
(Continued on page 179.)



Mr. John Becker, vice-president and general manager of the W. J. Bush Citrus Products Co., National City, Cal., dropped in to see us on his regular quadrennial trip to the East.



JOHN BECKER.

Mr. Becker is quite reticent about the exploits of his company, but we gathered that they are developing an essential oil industry to cover all oil-bearing herbs, plants and fruits. The engraving shows a view of the plant, with several freight cars on the siding, each laden with 50 tons of culls.

Mr. C. C. Myers is another of the essential oil fraternity who turns to

fishing to furnish relaxation from the cares of business. He represents W. J. Bush & Co., Inc., New York, on the Pacific Coast, and does it well.

In all the reports we have published regarding the expertness of various members of the trade in the piscatorial art, we have at



C. C. MYERS.

drenched, but held on to the pole and landed his fish.

times hesitated to print some of the claims as to the size and weight of the catch; but when one persistent man can give battle for four hours to a 181-pound black sea bass and land him and furnish the evidence herewith, we can do no less than to give him full credit.

The fish was hooked off Catalina Island, and if we remember the story correctly it towed the boat for an hour and a half at high speed, past the Hawaiian Islands till the Philippines appeared on the horizon. Then, doubling, the monster raced back for its familiar California waters and gave up the ghost.

Friend Myers was

We are advised that the Chicago office of Antoine Chiris Co. has been moved to 1103 Garland Building, 58 East Washington street, where the trade will be made very welcome.



PLANT OF W. J. BUSH & CO.'S CITRUS PRODUCTS CO.

Messrs. Fred'k Boehm, Ltd., London, Eng., doing business in chemicals, oils, drugs, essences, etc., have opened an American branch at 165 Broadway, New York, with Mr. N. S. Goodyer as their representative. The London quarters of the house have been expanded by the lease of an adjoining block of buildings and a branch office has been established in Glasgow, Scotland.

Mr. Joseph Mathias, president of James B. Horner, Inc., essential oils, this city, is spending his August vacation at the Thousand Islands. He expects to be home on the 27th, and his numerous friends have no doubt of the fact that he will have true tales of fisher prowess and skill to tell them, together with the evidence.

Julius Schmid, Inc., 470 Fourth avenue, New York, the well-known specialists in rouge compactes, etc., have opened Chicago offices and showrooms in the Republic Bldg., in charge of C. O. Kenworthy and a competent staff.

Felix Hoendorf, manager of the Pacific Coast Branch of George Lueders & Co., New York, was a recent visitor to the city.

Ungerer & Co., New York, who have leased the building at 124 West Nineteenth street, expect to move their office staff to these new quarters about September 15. This modern six-story and basement building, with 18,000 sq. ft. floor space, is being completely remodeled. Labor troubles in the New York building trades have delayed the work, but it is now nearing completion. The present quarters of the firm at 273 Pearl street will be retained till next May as storage. This firm, established in 1893 by the late Wm. P. Ungerer, is entering its 25th year.

Mr. P. R. Dreyer, with Ungerer & Co., New York, has gone with Mrs. Dreyer to Lake George, N. Y., to enjoy an Autumn vacation.

Mr. Frank B. Marsh, also with Ungerer & Co., has taken Mrs. Marsh to Westhampton Beach for a holiday respite from the heat of the metropolis.

Mr. Peter Day, senior partner of Day & Frick, Philadelphia Soap Works, has retired from active business. Beginning July 1 the active management was in the hands of Mr. Howard D. Day, the junior member of the firm.

Chas. L. Senior, secretary of Florasynth Laboratories, Inc., 231 Pearl street, New York, will sail about September 1 on a business trip to Cuba and Mexico.

National Association of Retail Druggists will hold its nineteenth annual convention in Cleveland, Sept. 17-21.

Hartford, Connecticut, proudly boasts of having what it calls the "finest rose garden in the world." Some of our readers in Europe may be disposed to doubt this claim, but anyway Hartford has a sufficiently fine rose garden to win for it the 1918 convention of the American Rose Association. A photograph of the garden indicates that it must be a beautiful spectacle. The roses, as we understand, are not grown for perfumery purposes and the garden's capacity for production is not large enough to cause any worry of competition in the essential oil industry.

Mr. Rudolph Eberhardt, who was perfumer for the Remiller Co., New York, for several years, severed his connection with that concern recently, and is now on his farm at E. Stroudsburg, Pa.

His successor is Mr. L. J. Zollinger, of Chicago, who has won good repute with Marshall Field & Co., and latterly with Carrell, Perfumer, a subsidiary of the Hydrox Co. Mr. Zollinger will be at his new post on September 1.

An esteemed New York contemporary announces that a perfumery atomizer, small enough to be carried in a pocket book, is the idea of a French inventor.

The Procter & Gamble Co. of Cincinnati, O., is warning various sections of the country against a man and woman who have been taking orders, requiring householders to pay \$1 down and agreeing to deliver soap and a premium at a later date. The scheme is a swindle as the Procter & Gamble Co. has made no arrangements with any canvassers.

The Perfumery, Soap and Extract Association of Chicago has performed a notable service for the trade in general. At its regular meeting on August 7 the members individually contributed \$577 to assist the Manufacturing Perfumers' Association in its unprecedented and difficult campaign against unjust taxation and for an honest existence as a legitimate business. Mr. Henry Bartold, president of the Chicago association, later received the following acknowledgment from Mr. A. M. Spiehler, president of the Manufacturing Perfumers' Association.

"Your esteemed favor of the 9th inst., enclosing check for \$577 duly received, this amount being contributed by your different members for the purpose of defraying unusual legislative expenses incurred by the Manufacturing Perfumers' Association of the United States. It is needless for me to again dwell upon how thoroughly we appreciated what you have done for us and the valuable assistance rendered by your members. I trust you will extend to each and every one of them our heartiest thanks."

Among the newly elected members to the New York Merchants' Exchange are the following:

American Sponge and Chamois Co., Inc., A. Moses Sons & Co., Mr. Arthur J. Sloss, president, 73 Wooster street—importers and exporters of sponges and chamois skins.

Tribuno & Garrish, Inc., Mr. Mario P. Tribuno, president, 95 Sixth avenue—importers of olive oil.

Wallerstein Laboratories, Dr. Max Wallerstein, 171 Madison avenue—analytical chemists.

Storfer-Spooner Co., Inc., manufacturer of powders and perfumes, at 49 Thomas street, New York, filed a petition in bankruptcy July 31, with liabilities of \$31,227 and assets of \$8,000. Judge Manton has appointed Thomas H. Matters receiver in \$4,000 bond. Among the largest creditors are Louis H. G. Dethloff, \$24,000; Ward & Gow, \$1,725, and Swindell Bros., \$1,035.

Layton Park Erland Soap Co. on August 9 filed a petition in bankruptcy in Milwaukee, Wis., the papers showing liabilities of \$24,880 and assets of \$7,077.

Mr. Louis Zucker, formerly with the J. D. Mendes Co., New York, is now perfumer for the Lorenz Co., Boston.

Mr. A. A. Duncan, head of the Akron Soap Co., has arranged to supervise the work of the Akron Garbage Collection Co., which has undertaken to operate a disposal plant in that prosperous Ohio city.

The Allen B. Wisley Co., manufacturer of soap, Chicago, Ill., has purchased a plot 24 x 107 feet adjoining its plant in South Fifth avenue, which will provide for the expansion of its business. The company now has a frontage of 150 feet, and there are said to be possibilities of a new building which will cover both the old and newly acquired realty holdings of this progressive concern.

"Josephine," a study in feminine beauty, ornaments the August calendar issued by Van Dyk & Co., S. Isermann, secretary and treasurer, 4-6 Platt street, New York.

We recently announced the prospective wedding of Miss Florence Hall Colgate to Major Edwin St. John Greble, Jr., U. S. A. The ceremony, somewhat hastened on account of the war, was performed in Rutgers Presbyterian Church, Broadway, New York, on July 28. Army officers in uniform and society folk thronged the church, which had been turned into a bower of flowers. Miss Grace Hall Colgate, a younger sister, whose engagement to Lieut. D. S. Rumbough, now with General Pershing in France, has just been announced, was maid of honor. A reception followed at the home of the bride's parents, Mr. and Mrs. Gilbert Colgate, 306 West 76th street. Mr. Colgate is vice-president of Colgate & Co. and long has been prominent in the councils of the Manufacturing Perfumers' Association of the United States.

Mr. H. W. Brick, general manager of R. A. Carmichael & Co., Detroit, Mich., announces a change in the policy, aims, management and name of the business. The concern manufactures Racarma toilet preparations, which it styles "French perfumes made in America." The new name is Racarma Co., Inc. Mr. Brick's announcement outlines the policy of the company in its relations with the retail trade.

The employees of McCormick & Co., Baltimore, Md., held their annual reunion and games on July 21 at Fairview, on Chesapeake Bay. The trip was made by steamboat and the occasion proved very enjoyable.

Mr. A. F. Bertine, secretary and treasurer of James B. Horner, Inc., New York, has returned to the city after spending a vacation with his family at Shelter Island Heights, Long Island.

Meyer Bros. Drug Co., St. Louis, is celebrating its sixty-fifth anniversary and has issued a souvenir pamphlet giving a history of the house since it was founded in 1852 by the late Christian F. G. Meyer. Pictures of the founder and present officers, with other illustrations, including one of the company's immense plant, ornament the pages. The growth of the business is described in most interesting phrases and quotations from the ideals of its founder serve to show how sincerity of purpose and strict honesty in trade are true foundations for success.

Marden, Orth & Hastings, Inc., with offices at 61 Broadway, New York City, large dealers in oils, waxes, chemicals and dyes, have relinquished their charter under the laws of Maine and incorporated under the laws of the State of New York. The working capital of the concern is listed at \$1,950,000. The incorporators are: M. S. Orth, A. F. Burnham and E. N. Perkins.

Local importers of olive oil are commencing to feel the effect of recent embargoes declared by Spain and Italy. A decree issued recently by Spain placed an export tax of 40 pesetas per 100 kilos on shipments. The Spanish embargo, which was declared some time ago, will be in effect until November 15. Only edible olive

oil in tins and bottles bearing registered marks is being allowed to leave Spain. It was reported this month that 15,000 barrels of edible oil, shipped before the embargo was declared, had just arrived.

We have received a card from Th. Mühlethaler Co., Nyon, Switzerland, advising us that the company is planning the construction of a new plant that will cover about 10,000 square feet. The new building will be devoted to the manufacture of pharmaceutical products.

Frank J. M. Miles, perfumer for the Melba Mfg. Co., Chicago, was a visitor to New York this month.

F. N. Langlois, formerly in the perfume laboratory of Fredk. Stearns & Co., Detroit, has been appointed superintendent of the perfume department of the United Drug Co., Boston.

Mr. Richard H. Bond, of McCormick & Co., Baltimore, is chairman of Draft Exemption Board No. 2 in that city, and has been devoting much of his time lately to patriotic performance of his duties in raising the National Army.

National Aniline and Chemical Co., of Manhattan Borough, New York City, has filed notice of the increase of its capital stock from \$17,231,000 to \$20,359,500.

International Alcohol Corporation, of Delaware, engaged in buying and selling alcohol, with capitalization of \$1,000,000, has been authorized to do business in New York. The representative is A. Sheard, 59 Pearl street.

A firm in India informs an American consular officer that it is in a position to furnish thymol B. P. in quantities up to 1,000 pounds a year. The price mentioned is \$7.30 per pound in large quantities f. o. b. Calcutta for the first quality. The name of the firm can be obtained at the Bureau of Foreign and Domestic Commerce or its district or co-operative offices by referring to file No. 91018.

A new regulation of the Post Office Department allows the mailing of parcels sent C. O. D. for a fee of 10 cents up to a value of \$50, or of 25 cents up to a value of \$100.

Indications are that the Third National Exposition of Chemical Industries at the Grand Central Palace, New York, during the week of Sept. 24 will be a much greater success than its predecessors. Whereas at the last exposition two floors were occupied by 187 exhibitors, three floors, possibly more, will be used this year. Already the list of exhibitors contains 250 names. On the opening day addresses will be delivered by Dr. Charles H. Herty, chairman of the Advisory Committee of the exposition and editor of the *Journal of Industrial and Engineering Chemistry*; by Prof. Julius Stieglitz, president of the American Chemical Society; Dr. Colin G. Fink, president of the American Electrochemical Society, and Dr. G. W. Thompson, president of the American Institute of Chemical Engineers.

Fire caused a serious loss to Fitzpatrick Bros., soap makers, 1319 West 32d street, Chicago, last month. The damage to the plant was estimated at \$75,000.

Compilation of 70 items in a list of imported "luxuries" made by the National City Bank, shows a total volume for 1916-17 of \$277,550,000 against \$312,517,000 for 1913-14. For the fiscal year 1917 (June estimated) the following figures are given:

	1917	1914
Vanilla beans	\$1,479,921	\$2,277,675
Olive oil	9,495,762	7,916,980
Perfumery, etc.	3,570,230	2,309,027

The figures regarding perfumery, etc., agree in general with the increased volume of domestic business, and with reports of prosperity among the French makers.

Postmaster Patten of New York, advises that parcel post packages are now admitted to the parcel post mails for the Netherlands East Indies, made up in and dispatched from this country.

Mr. Thomas H. Potts, for twelve years in the official family of the National Association of Retail Druggists, one term as its president and for nine years its secretary, will leave on October 1 to become vice-president of the Great American Chemical Products Co., a co-operative retail druggists' manufacturing organization. He will divide his time between offices in Chicago and New York and in traveling.

At the recent convention of the Federation of American Zionists, held in Baltimore, it was decided to raise a fund of \$1,000,000 to send an industrial army to Palestine and prepare the way for its occupation by Zionists. Mrs. Joseph Fels pledged \$20,000 in the first rally which netted nearly half the sum.

The James S. Kirk Co., soap manufacturers, of Chicago, have prepared plans for a new plant for its branch in Salt Lake City, Utah. Mr. R. H. Fryer is manager of the branch. The plans call for a structure of concrete and steel, eight stories high. It will have a floor space of 45 acres, and will be one of the largest and most modern of soap manufacturing plants. The cost, approximately, will be \$2,500,000. The site purchased has a frontage of 700 feet on Fleetwood street, 390 feet on North avenue and 700 feet on the river.

The Kirk family began business in Utica, New York, under the name of Jas. S. Kirk & Co., in 1839. In 1859 the firm moved to Chicago and established a plant at 18 and 20 River street, where the business prospered until the factory was destroyed by fire in 1867. Then a two-story and basement packing house, which stood on part of the present site on the North Side, was converted into a factory, and manufacturing continued. This plant was enlarged and continued to grow as business increased, until the great fire of 1871 totally destroyed it. Then, with characteristic energy, within ninety days after this calamity manufacturing was resumed in the present plant, even before it was roofed over.

The first of two actions commenced by George Lueders & Co., New York, against Cooke, Tweeddale & Lindsay, Ltd., Manchester, England, being an action for libel, was decided in favor of the defendants by Justice Darling in London, on July 11. The judgment will be appealed.

There is another action for breach of contract which is now pending and an early trial is expected.

The facts are as follows: During September and October, 1915, George Lueders & Co. ordered, and Cooke, Tweeddale & Lindsay, Ltd., agreed to deliver 2,500 pounds of heliotropin.

When the time for shipment arrived the sellers applied to the War Trade Department for a "necessary" license, although heliotropin was not on the prohibited exports list. For some reason or other the sellers made no protest nor inquiry, but wrote to George Lueders & Co., stating that a license had been refused.

Our American friends replied that they were receiving other shipments of the same goods from England, and that they could not understand the refusal. Later they wrote: "If there should be a question of nationality of the officers of this company we desire to state that all the officers and the stockholders are American citizens. We will send any certificate which may be necessary."

Although George Lueders & Co. thereafter demanded delivery the sellers refused to ship, shielding themselves behind the government decision, and they wrote to Mr. L. Naumann in London, who had been appointed agent in this matter by George Lueders & Co., the alleged libelous letters. They wrote: "In case your friends wish to take steps to secure their rights, there is one thing we shall certainly do, and that is to subpoena the War Trade Department, and from certain documents in our possession we certainly think it would be far more advisable if your friends would drop the matter altogether."

"If the matter of the heliotropin comes to law it would certainly lead to things which Messrs. Lueders do not anticipate at the present time. . . . We emphatically repeat once more that we have fulfilled our part of the engagement, and that we are not liable to deliver to anyone else on the promise of Messrs. Lueders to secure any certificate."

The judge said that "I very much regret to have to give a decision, because since these letters were written, the country of which the plaintiffs are citizens has become an ally of this country. . . . I think the letters are capable of the defamatory meaning alleged in the statement of claim. . . ."

He held further that the language in the letters of Messrs. Lueders had provoked the defendants to "combat," and that as Mr. Naumann occupied the same position as the plaintiffs, the occasion was a privileged one so far as the defamatory letter writing of the defendants was concerned. Regarding the malice of the defendants he said: "Although it was not altogether necessary, I do not find that it is so far in excess of what was necessary that in the circumstances it must be taken to be evidence of malice. . . ."

We may add that at the time Messrs. Cooke, Tweeddale & Lindsay, Ltd., applied for an [unnecessary] export license, the price of heliotropin had advanced considerably.

NEW PUBLICATIONS, PRICE LISTS, ETC.

STAFFORD ALLEN & SONS, LTD., London, Eng., Ungerer & Co., Pearl street, New York, American representative.—The July price list, supplemented by a revision of prices current on August 1, is at hand. Both lists supply wholesale quotations on essential oils and the various specialties manufactured by the firm.

ARABOL MFG. CO., 100 William street, New York, in its monthly trade announcement for August presents a patriotic appeal to labellers to keep their businesses going on a firm and prosperous basis, thereby aiding in the success of the Nation's industries generally. Incidentally attention is called to the use of special pastes for labels, tinnol especially being recommended.

A. ALEXANDER, 95 Nassau street, New York, sends us a circular letter setting forth the advantages claimed for the Alexander compact rouge machinery in the manufacture of compacts.

FLORASYNTH LABORATORIES, INC., Pearl street, New York.—Price list of the synthetic and other perfume oils handled by the firm.

P. BLAKISTON'S SON & CO., publishers, Philadelphia, have issued a catalogue of the books on various branches of chemistry which are published by the firm.

"CONCRETE SHIPS; A POSSIBLE SOLUTION OF THE SHIPPING PROBLEM."—This little book of 35 pages gives a vast amount of information in regard to the use of concrete, both historical and in present utility. It is published by the Portland Cement Association, 111 West Washington street, Chicago, Ill.

DEVILLERS SOAP CO., 41 Park Row, New York, sends us a folder setting forth the varieties of soap, cleansers, polishes, disinfectants, exterminators, etc., which are among the products which it manufactures.

A. BOURJOIS & CO., INC., 35 West 34th street, have sent out a revised price list on Java powder, increasing the quotations which had been made previously.

YEAR BOOK OF THE AMERICAN PHARMACEUTICAL ASSOCIATION, Volume 4, 1917, published by the association at Chicago, 1917, is at hand. It corresponds to Volume 63 of the former proceedings and consists of 540 pages, containing the fifty-eighth annual report of the progress of pharmacy, the constitution, by-laws and roll of members.

1916 TALC PRODUCTION STATISTICS.

The increased use of talc and jump in both production and importation is shown in the recent summary issued by the U. S. Geological Survey. The sale of talc in 1916 totaled 193,309 tons, valued at \$1,782,842, an increase of 16 per cent in quantity and of 25 per cent in value over the previous year. The imports for the year show an increase of 5 per cent in quantity and of 17 per cent in value over 1915. From 4,000 tons in 1905 the amount imported has increased to 18,882 tons in 1916. The ten producing States of this country with their production in 1915 and 1916 are indicated as follows, the output being in short tons:

	1915.	1916.
New York	88,214	93,236
Vermont	61,997	73,215
Pennsylvania and New Jersey.....	7,989	8,222
Virginia	3,036	8,798
Georgia and Massachusetts	2,934	6,921
North Carolina	1,454	7,787
California and Maryland	712	1,130
Totals	166,336	193,309

NEW INCORPORATIONS.

Flavoring Extracts Manufacturing Co., Inc., Manhattan Borough, New York, to make flavoring extracts, perfumes and toilet waters and deal in chemicals, \$5,000 capital stock, has been incorporated by L. Restrepo, V. H. Downes, S. Schwartz, 53 West 72nd street.

Hydrofats, Inc., of Buffalo, N. Y., to manufacture vegetable and animal oils, etc., has been incorporated with a capital stock of \$250,000 by C. K. Woodbridge, E. R. Bartlett, S. Kellogg, Jr., Buffalo.

Nemoff Soap and Chemical Co., Inc., of Fleischmanns, Delaware County, N. Y., has been chartered to manufacture soap, candles, perfumes and toilet goods, with capital stock of \$50,000, by I. Nemoff, R. W. Pawling, J. L. Keator.

Franco-American Perfumery Co., Inc., Brooklyn, N. Y., to manufacture perfumes, soaps, toilet articles, with \$20,000 capital stock, has been incorporated by G. Ozer, N. Flax, H. Gribetz, 142 South Ninth street, Brooklyn.

Mineral Potash Co., of Ilchester, Md., has been incorporated with a capital stock of \$750,000 by Thos. R. Bayly and John O. Lutz, offices in Munsey Building, Baltimore, and Matthew D. O'Connor, of Washington, D. C.

Great West Potash Co., Wilmington, Del., to mine and manufacture potash and aluminum, with capital stock of \$1,000,000, has been incorporated in Delaware by J. A. Henry, E. M. Henry, W. E. Shaw, all of San Diego, Cal.

Keevil Faultless Co., Wilmington, Del., capital stock \$30,000, has been incorporated to manufacture, sell and deal in soaps, disinfectants, etc.

Potash Extraction Corporation, Manhattan Borough, New York City, to crush, win, get quarry, etc., rock, mica, silicate rock, minerals, etc., \$100,000 capital stock, has been incorporated by G. F. McKay, DeF. Lillies, A. K. Alexander, 2 Rector street, New York City.

Depilatore Mfg. Co., San Francisco, Cal., to manufacture and sell toilet articles and formulas, \$5,000 capital stock, has been incorporated by Walter N. Ostrander and E. P. Middleton, of San Francisco, and Jerome B. Chaffee, of Santa Barbara.

Cronkhite Co., Boston, Mass., to manufacture soap, chemicals, etc., capitalized at \$50,000, has been incorporated by Leonard W. Cronkhite, Jr., 185 Devonshire street, Boston; J. W. Downs and O. G. Cronkhite.

Gilt Edge Mfg. Co., Hackensack, N. J., to manufacture silver and other metal polishes, cleansers, soap, etc., \$25,000 capital stock, has been incorporated by Frank J. Zimmerman, Leo Schulhof, 426 West 22d street, New York, and Carrie Zimmerman, Westwood, N. J.

Disinfecting Co., Indianapolis, Ind., to manufacture soaps, toilet and medicinal preparations and chemicals, \$10,600 capital stock, has been incorporated by Sidney F. Daily, Jess M. Daily and Maud S. Daily.

Marden, Orth & Hastings Corp., Manhattan, New York City, import and export oils, waxes, chemicals and dyestuffs, active capital \$1,950,000, has been incorporated by M. S. Orth, A. F. Burnham, E. N. Berkins, 52 William street.

Perusal of the text pages is no less a duty than scanning the advertising pages of this journal monthly.

IN MEMORIAM FOR DEPARTED FRIENDS.

- AARON, EMIL, soaps, retired, New York, August 1912.
- BOOTH, THOMAS CHARLTON, manager New York office Consolidated Fruit Jar Co., New Brunswick, N. J. August, 1915.
- BROWN, DAVID SEYMOUR, retired soap manufacturer, New York City, August, 1915.
- DE DORMAN, CHARLES H., perfumer, Willis H. Lowe Co. Boston, Mass., August, 1912.
- DOWD, JOHN C., president J. C. Dowd & Co., manufacturer of toilet goods, New York City, August, 1916.
- FRITZSCHE, HERMAN T., of Fritzsche Brothers, August, 1906.
- GEILFUS, CHARLES H., of Andrew Jergens Co., soap and perfume, Cincinnati, O., August, 1914.
- GOLD, SOLOMON, retired soap manufacturer, Schenectady, N. Y., August, 1916.
- HOWELL, REGINALD, of Stevenson & Howell, Ltd., essential oils, London, Eng., August, 1912.
- KELLEY, DR. H. S., soaps and toilet specialties, West Dennis, Mass., August, 1912.
- KERKESLAGER, MILTON, W., soap manufacturer, Philadelphia, August, 1913.
- LADD, JOHN B., of Ladd & Coffin, New York, August, 1910.
- LEVISON, JOSEPH, with American Stopper Co., Brooklyn, N. Y., August, 1912.
- NORTON, ELLIOTT HOWARD, with Colgate & Co., for nearly all of his lifetime, Attleboro, Mass., August, 1916.
- PASSOIT, HENRY, soap, Saginaw, Mich., August, 1914.
- ROBESON, WILLIAM B., of Antoine Chiris Co., New York, August, 1908.
- SCHLIENGER, HUBERT, Bertrand Freres, Grasse, August, 1910.
- SHELDON, NICHOLAS, soaps, Providence, Rhode Island, August, 1911.
- SMITH, JUSTIN E., formerly of Seeley Mfg. Co., Detroit, Mich., at his home, Chattanooga, August, 1915.
- TATUM, ALBERT HOLMES, of the Whitall-Tatum Co., perfumers' glassware, New York, August, 1912.
- TETLOW, JOSEPH, perfumery, Philadelphia, August, 1911.
- UNGERER, WILLIAM PHILLIP, Ungerer & Co., August, 1907.
- WALSH, JAMES P., manager of the W. & H. Walker Soap Co., Pittsburgh, Pa., August, 1914.
- WILLIAMS, AARON, W. C. Williams Soap Co., August, 1910.

Jesse Peet, Soap Manufacturer.

Jesse Peet, one of the founders of the Peet Bros.' Manufacturing Co., soap makers, died August 2, at his home, 3229 Central street, Kansas City, Mo. He was 68 years old. Mr. Peet had been in ill health for a long time, and for the last nine years had not been connected with the firm he helped to organize. Previously his health had not permitted his connection with the firm to be continuous. He is survived by his wife, Mrs. Anna M. Peet; a daughter, Mrs. Carlitos Bills of Tacoma, Wash., and two sons, A. J. Peet of Sandusky, O., and M. Joseph Peet of Kansas City.

With his brothers, William and Robert, Mr. Peet in 1872 began in a small way the making of soap in a humble

building at the foot of Delaware street. From that beginning they built up. Robert Peet is dead, and William Peet is president of the concern.

Henry Allen

Henry Allen, long a prominent figure in the business and political life of New York, died August 9 at his home, 138 West 77th street, aged 76 years. He is survived by three sons—Harry, George and James—and a daughter, Mrs. May Bradley.

Mr. Allen was born in Ireland and came to this country when he was eight years old. In 1856 he obtained employment with a glass bottle dealer, and six years later started in business on his own account at 138 William street, where the business is still located.

He was closely identified with Tammany Hall, and was its treasurer for several years; and for 25 years was a member of the board of education.

Mr. Allen was a 33rd degree Mason, and a member of the Manhattan, Democratic and Drug clubs.

Obituary Notes.

Hugh W. Ralston, secretary and treasurer of the War-nock & Ralston Soap Co., Rock Island, Ill., died July 29 after a short illness due to stomach trouble. He was 57 years of age and had lived in Rock Island most of his life, although for a time he had traveled. He leaves a widow and three children. Mr. Ralston was highly respected in the community and his death was regretted generally.

E. M. Laning, perfumer for the Sanitol Chemical Laboratory Co., St. Louis, has suffered the misfortune of losing his father, Edwin H. Laning, who died July 31, at the age of 58 years. The death occurred at Newark, N. J., where Mr. Laning was in the barber trade for more than 20 years, having retired eight years ago. He was a 32nd degree Mason and belonged to numerous societies. Besides his son, his wife survives. Mr. Laning's death was generally regretted by those he met either in business or socially.

Frederick William Bruck, a prominent soap manufacturer of Pittsburg, Pa., died August 5, at his home in that city, at the age of 42 years. He was a member of Syria Temple, Mystic Shrine and of the Fraternal Patriotic Americans. His wife, a son and two daughters survive him.

Adolphus Osborn, of Cambridge, Mass., died in July at the age of 89. For many years he was head of A. Osborn & Co., Boston, which was one of the largest soap-makers' supply houses in the country. Mr. Osborn retired from business about seven years ago.

Jordan Wheat Lambert, president of the Lambert Pharmaceutical Co., St. Louis, killed himself with a revolver in his apartments on August 7. Ill health was given as the reason. He is survived by his wife.

Mrs. A. Ferrand, wife of the head of A. Ferrand & Co., Grasse, France, died recently, aged 58 years. The firm is represented in this country by Ungerer & Co., of New York. Mrs. Ferrand was a member of the Hugues family, famous in the flower section of the French Republic.

The One Biggest Bargain in the Industry.

(From O. C. Bowers & Co., manufacturing chemists, perfumers, and soap makers, Oklahoma City, Okla.)

THE AMERICAN PERFUMER AND ESSENTIAL OIL REPORTER is the biggest bargain that we buy.

DESIGN PATENTED

51,066. POWDER-BOX. Edmund Hoffman, Brooklyn, N. Y., assignor to American Can Company, New York, N. Y., a Corporation of New Jersey. Filed Feb. 19, 1915. Serial No. 9,446. Term of patent 7 years. The ornamental design for a powder box, as shown and described.

TRADE-MARK REGISTRATIONS APPLIED FOR.

95,601.—The Rydale Remedy Co., Inc., Hampton, Va. (Filed June 2, 1916. Used since January, 1916.) Talcum Powder.

99,846.—International Drug Co., Wilmington, Del. (Filed Dec. 11, 1916. Used since Oct. 27, 1916.)—Face and Tooth Lotions, Pomades, Cold-Cream, Mouth-Washes, Dentifrices.

100,203.—The Majestic Supply Co., Columbus, Ohio. (Filed Dec. 27, 1916. Used since June 1, 1907.)—Extracts for Food Purposes—namely, vanilla, lemon, orange, rose, almond, cinnamon, ginger, peppermint, maple, pineapple, strawberry, and wintergreen; olive-oil.

100,248.—Charmant Specialty Co., Inc., New York, N. Y. Filed Dec. 30, 1916. Used since July, 1913.—Face-Powders, Rouges, Depilatory Powder, Cold-Cream, Almond Cream, Toilet Creams, Skin-Emollients, Nail and Cuticle Preparations, Pomades, and Eyebrow-Pencils.

100,653.—Lazell Perfumer, Newburgh, N. Y. (Filed Jan. 16, 1917. Used since Dec. 21, 1916.)—Perfumes and Perfumery Extracts, Toilet Water, Talcum Powder, Sachet-Powder, Perfumery Bulk Extract, Face Powder and Cream.

100,757.—Joseph Stanick, Saginaw, Mich. (Filed Jan. 19, 1917. Used since Nov. 4, 1906.)—Theatrical Make-Up Cosmetics, comprising Cold-Cream, Face-Powder, Lip-Rouge, Burnt Cork, Face-Wash, Hair-Powder, Grease Paint, Eyelash-Cosmetic.

101,180.—Charles V. Sparhawk, New York, N. Y. (Filed Feb. 5, 1917. Used since Jan. 3, 1916.)—Coumarin, Vanillin, Heliotropin, Thymol, Artificial Musk; Oils of Lemon, Sandalwood, Peppermint, Lavender, Ylang Ylang, Birch, Cedar-Leaf, Anise, Cassia, and Sassafras; Balsam Copaiba, Balsam Peru, Balsam Tolu, Gum-Benzoin, Gum-Asafetida, Gum-Styrax, Geraniol, Citronellol, Rhodinol, Benzaldehyde, Benzyl Acetate, Amyl Salicylate, Musk, Civet, and Bay-Rum.

101,715.—The Thomas Manufacturing Co., Baltimore, Md. (Filed Feb. 26, 1917. Used since Nov. 1, 1882.)—Prepared Chalk and Whiting for Medicinal Purposes.

101,761.—Daniel Todd, Sebastopol, Cal. (Filed Feb. 27, 1917. Used since Oct. 19, 1916.)—Washing-Powders.

102,078.—Karatol Laboratories, Binghamton, N. Y. (Filed March 12, 1917. Used since Jan. 2, 1917.)—A Toilet Preparation; namely, a Hair-Tonic.

102,584.—San I. Baker Corporation, Inc., New Orleans, La. (Filed March 30, 1917. Used since Jan. 17, 1917.)—Food-Flavoring Extracts.

102,757.—Michele Ajello Co., Inc., Brooklyn, N. Y. (Filed Apr. 6, 1917. Used since June 28, 1916.)—Canned Olive Oil.

102,767.—Jay V. Daniels, Chicago, Ill. (Apr. 6, 1917. Used since March, 1915.)—A preparation for removing superfluous hair.

103,284.—Bruhn Medical Co., Waukesha, Wis. (Filed Apr. 25, 1917. Used since Sept. 1, 1915.)—Food Flavoring Extracts and Spices.

103,460.—Ernest A. F. Scott, Pasadena, Cal. (Filed May 2, 1917. Used since Apr. 17, 1917.)—Perfumes and Deodorizers.

103,550.—Samuel Isaac Welsher, New York, N. Y. (Filed May 4, 1917. Used since May 19, 1916.)—Witch-Hazel Cream and Cold Cream.

103,668.—Colgate & Co., Jersey City, N. J., and New York, N. Y. (Filed May 9, 1917. Used since May 7, 1917.)—Toilet Waters, Handkerchief Extracts, Perfumed Powders and Sachets.

103,730.—Crystal Soap Company, Milwaukee, Wis. (Filed May 12, 1917. Used since June 13, 1885.)—Toilet Soaps, Laundry Soaps, Powdered and Liquid Soaps.

103,772.—Boris Fonstein, Chicago, Ill. (Filed May 14, 1917. Used since Jan. 17, 1916.)—A Vanishing Face Cream.

103,806.—Wilford Hall Laboratories, Scarsdale, N. Y., and Greenwich, Conn. (Filed May 14, 1917. Used since Jan. 1, 1916.)—A Shaving Cream.

103,831.—Bany Levy, Brooklyn, N. Y. (Filed May 15, 1917. Used since June, 1916.)—Olive Oil and Cottonseed Oil.

103,832.—Bany Levy, Brooklyn, N. Y. (Filed May 15, 1917. Used since Sept., 1912.)—Olive Oil.

103,924.—Colgate & Co., Jersey City, N. J., and New York, N. Y. (Filed May 18, 1917. Used since May 14, 1917.)—Soaps.

103,925.—Salvador F. Del Valle, New York, N. Y. (Filed May 18, 1917. Used since Feb. 8, 1917.)—A preparation for the treatment of the scalp.

103,926.—Hairpidermis Cosmetic Manufacturing Co., Washington, D. C., and St. Louis, Mo. (Filed May 18, 1917. Used since Jan. 18, 1913.)—Hair and Scalp Oil.

103,928.—The Iodine Products Co., Laurel, Miss. (Filed May 18, 1917. Used since Feb. 1, 1917.)—Dental Cream.

103,986.—Kellogg Toasted Corn Flake Co., Battle Creek, Mich. (Filed May 21, 1917. Used since May 1, 1917.)—Soap.

104,055.—All Package Grocery Stores Co., New York, N. Y. (Filed May 25, 1917. Used since Apr. 15, 1915.)—Olive Oil, Salad Oil, Food Flavoring Extracts.

104,057.—All Package Grocery Stores Co., New York, N. Y. (Filed May 25, 1917. Used since Sept. 2, 1915.)—Wash Well Soap, Scouring Soap, Powdered Cleanser, White Floating Soap, Naphtha Laundry Soap, Borax Laundry Soap, Washington Powder.

104,272.—Wachenheimer Bros., Providence, R. I. (Filed June 4, 1917. Used since May 31, 1917.)—Vanity Boxes, Perfume Boxes, and Lockets, which are made of or plated with Precious Metal, including German Silver.

104,310.—B. T. Babbitt, Jersey City, N. J., and New York, N. Y. (Filed June 7, 1917. Used since the year 1878.)—Soap Powder.

104,336.—The Bon Aurora Manufacturing & Machine Co., Denver, Colo. (Filed June 8, 1917. Used since Mar., 1910.)—A Soap Compound.

104,527.—Kellogg Toasted Corn Flake Co., Battle Creek, Mich. (Filed June 19, 1917. Used since Apr. 1, 1906.)—Soap.

PURE FOOD AND DRUG NOTES.

(Continued from page 171)

for a gallon of imported olive oil. If not accepted by the importer, dutiable quantity is to be ascertained. The decision says:

"The department is informed by the Department of Agriculture that a determination of the specific gravity of over 500 samples of imported olive oil indicates that the weight of a standard United States gallon of olive oil at 68° F. (20° C.) varies between 7.564 pounds and 7.649 pounds, the average being 7.61 pounds, and that for all commercial purposes the average value of 7.61 pounds may be taken as the weight of a gallon of olive oil at 68° F. (20° C.).

"In view of these tests, 7.61 pounds is hereby adopted as the conventional weight of a gallon of olive oil and such weight should be used in ascertaining the dutiable quantity of imported olive oil, provided that the importer assents thereto by noting his acceptance of the conventional weight on the entry. In the absence of such notation on the entry, the dutiable quantity of imported olive oil will be ascertained by determining the actual weight per gallon of the contents of one or more of the containers of each brand, and the weight per gallon thus found applied to the entire importation."

FOREIGN CORRESPONDENCE AND MARKET REPORT

AUSTRALIA.

IMPORT PROHIBITIONS.—The Australian Government has prohibited the importation of perfumed spirits and bay rum from all countries except with the consent of the Minister of State for Trade and Customs. The importation of potable spirits for 1917-18 is restricted to 70 per cent of the imports for 1916-17.

DOMINICAN REPUBLIC.

PERFUMERY AND COSMETICS.—The report of the Dominican Customs receivership for the year 1916 shows these imports of perfumery and cosmetics: United States, \$15,193; United Kingdom, \$511; France, \$32,840; Spain, \$1,658; Cuba, \$58; Porto Rico, \$1,103; other countries, \$515; total, \$51,878. This was an increase of \$27,856.

WAX.—Exports of wax from Dominica to the United States in 1916 amounted to \$107,896, about \$300 more than in the previous year. Other exports: To France, \$453; to Porto Rico, \$2,911; other countries, \$155; total, \$111,415. Although there was an increase in exports to the United States, the total showed a decrease of \$1,635.

ENGLAND.

TRADE.—The Anglo-French Perfumery Co., 69 Hatton Garden, London, E. C., announce that Leon Mirener having relinquished his partnership in the business, the sole owner is now Geo. Alexander.

FRANCE.

GRASSE.—The jasmin crop has commenced (July 29), and it promises to be very good. The only difficulty is the great shortage of labor, so it is doubtful whether the actual gathering will be sufficient.

The same conditions prevail in the case of lavender, which has been flowering very abundantly in the mountains. Several of the firms here are distilling the oil, but there is great difficulty in having it gathered and in securing transportation of the cuttings to this center.

The sequestered lavender distillery of Schimmel & Co. at Sault has been delegated to Gattefosse & Fils, Lyons, for operation.

The orange flower crop was a great disappointment, as unusually cold weather, together with labor scarcity, decreased the yield. The price of flowers was about double the normal. The old stocks of oil have been exhausted, and prices are consequently high and are mounting.

LES PARFUMS D'ORSAY.—The Parfumerie d'Orsay, concerning which there has been litigation since the war began, owing to certain of the original proprietors having been of alien enemy origin, was sold by auction in Paris a few days ago. The sale took place at the offices of Maître Vigier, notary, the upset being about \$300,000. It is understood the business was bought by a syndicate of French capitalists, and will now take the title of the Com-

(Continued on page 182)

THE MARKET.

Essential Oils, Aromatic Chemicals, etc.

The outstanding feature in the market for essential oils, perfumery materials and other aromatic products during the interval has been the steadily advancing prices recorded on practically all of the leading domestic oils in consequence of advancing labor costs and other considerations such as poor yield. Wormseed oil has advanced \$1.00 per pound; wormwood is 50 cents higher, genuine wintergreen is held at firm prices; birch and sassafras are in small supply, though Canada snake root has been offered somewhat lower.

Interest in domestic oils has attached principally to the strong position of peppermint, offers from the West having been made at \$3.00, this comparatively high figure being based on the outlook for a small crop of mint. The crop is unusually late, although some of the growths that were damaged by wind and rains have recovered and have taken on fresh life with the hot weather of August. Reports conflict, however, as some sections of Michigan report that the small mint is buried in weeds and that hundreds of acres of it will have to be mown down so that the weeds will not go to seed. The true situation will no doubt be revealed at a later date when buying for actual consumption commences. It is known that there was a fair carry over from last year, but growers insist that production has been declining for the past three years and to be on a parity with other crops peppermint and spearmint oils should now be selling at close to \$4.00.

Rose products have been steadily advancing during the interval, interest centering in a rise of 25 cents in bois de rose femelle. Lack of labor in producing regions in France is responsible for the strong tone of the market on Neroli petale and an advance is expected to be named at an early date. Offerings of oil of patchouli have been especially small and prices have ruled stronger. The Bulgarian crop of otto of rose has not given satisfactory results according to late advices, which say that the roses are inferior in quality and owing to the low prices for both roses and attar of roses the gathering has been abandoned in many sections.

It developed during the month that supplies of crude amber oil were practically cleared, while sellers of the rectified asked \$2.25 per pound nominally. The supply of oil of cade was also cleared from the market and \$1.00 was quoted nominally. Arrivals of African caraway seed helped to relieve the shortage in caraway, but the genuine Dutch oil of caraway was quoted at a premium of 25 to 50 cents over the oil distilled from African seed. Ceylon cinnamon of oil eased off to the extent of \$2.00, though supplies were only moderate. Ceylon citronella met with unabated seasonable demand and sellers remained generally strong in their views, quoting 56 cents in drums and 57 to 60 cents in smaller quantities. Oil of cubebs closed \$1.00 higher owing to the advance in the price of the seed brought out by the small shipments from Europe.

No unusual developments have marked the course of the Sicilian essences, bergamot, orange and lemon being substantially unchanged from prices previously prevailing. Late reports from Messina indicate that the market has gained some strength, but the usual flock of rumors regarding damage to crops come out at this season of the year and the trade only manifests a moderate interest. Carvol is more or less nominal at \$15.00. Verbena is \$2.00 higher.

In the market for aromatic chemicals, the manufacturing trade has been compelled to go slow because of the

(Continued on page 182)

(Quotations)

Almond
" "
" "
" "
Amber,
" "
Anise,
" "
" "
Aspic (C)
Bay, Po
Bergamo
Birch (C)
Bois de
Cade
Cajeput
Calamus
Camphor
Caraway
Cardam
Carvol
Cassia,
" "
" "
Cedar L
" "
Celery
Cinnamo
Citronel
Cloves,
" "
" "
Copaiba
Coriand
Croton
Cubebs
Erigeron
Eucalypt
Fennel,
Geranium
" "
" "
Ginger
Ginger
Guaiac
" "
Hemlock
Juniper
Kanam
" "
Lavender
" "
Lemon
Lemong
Limes, o
" "
Linaloe
Mace, d
Mustard
" "
Neroli,
" "
Nutmeg
Opopon
Orange

PRICES IN THE NEW YORK MARKET

(Quotations on this page are those made by local dealers, but are subject to revision without notice because of the unstable conditions created by the European War)

(See last page of Soap Section for Prices on Soap Materials.)

ESSENTIAL OILS.

Almond Bitter...per lb..	\$12.50-13.50	Orange, sweet, Italian....	3.00-3.25	Cumarin, natural	nom.
" F. F. P. A.	15.00-15.50	" sweet, W't Indian.	2.55-2.65	" artificial, domestic	19.00-20.00
" Artificial	5.00- 5.50	Origanum	22-.50	" foreign..	19.00-20.00
" Sweet True.....	.95- 1.00	Orris Root, concrete, for-		Diphenylmethane	nom.
" Peach-Kernel ...	.35-.38	eign	5.25-6.00	Diphenyloxide	nom.
Amber, Crude	nominal	Orris Root, concrete, do-		Ethyl Cinnamate	nom.
" Rectified	1.65-2.00	mestic	3.75-4.00	Eucalyptol	1.45-1.60
Anise	1.05-1.10	Orris Root, absolute..(oz.)	40.00-45.00	Eugenol	3.25-3.75
" Lead free	1.25	Parsley	8.00	Geraniol, domestic.....	4.50-5.00
Aspic (Spike) .....	.80-1.40	Patchouly, foreign	25.00-28.00	" foreign	8.00-9.00
Bay, Porto Rico	2.30-2.50	" domestic	nominal	" from palma rosa.	5.50-6.00
Bergamot, 35-36%	6.00-6.25	Pennyroyal, American ..	1.65-1.75	Geranyl Acetate	8.00-9.00
Birch (Sweet)	2.25-2.50	" French	1.25-1.50	Heliotropine, domestic....	5.00-6.00
Bois de Rose, Femelle....	3.75-4.00	Peppermint	2.85-3.10	" foreign	nom.
Cade .....	.90-1.00	" redistilled	3.05-3.40	Indol, C. P. ....(oz.)	nom.
Cajeput .....	.85-.90	Petit Grain, South American	3.75-4.00	Iso-Butyl-Salicylate	nom.
Calamus	3.75	" French	6.50-8.00	Iso-Eugenol	3.75-4.25
Camphor, Japanese, "white"	.16-.20	Pimento	3.00-3.25	Linalol, from bois de rose	6.00-7.00
Caraway Seed	7.75- 8.00	Pine Needles	2.00	Linalyl Acetate	10.00-12.00
Cardamom	26.00-27.00	Rose	22.00-25.00	" Benzoate	nom.
Carvol	15.00	" synthetic	2.50-2.75	Methyl Anthranilate	32.00
Cassia, 75-80% Technical	1.25- 1.30	Rosemary, French.....	.85-1.00	" Cinnamate	7.25
" Lead free	1.35	" Spanish .....	.60-.65	" Heptenone	nom.
" Redistilled	1.85-1.95	Rue	4.00-4.50	" Heptene Carbonate.	nom.
Cedar Leaf .....	.80-.90	Sage	4.25	" Paracresol	16.00
" Wood .....	.15-.20	Safrol	40-.50	" Salicylate .....	.75-.90
Celery	22.00	Sandalwood, East India...	12.00-12.50	Mirbane, rect. drums....	.22
Cinnamon, Ceylon	20.00	" West India	6.50-7.50	Musk Ambrette	nom.
Citronella, Ceylon .....	.56-.60	Sassafras, artificial .....	.28-.30	" Ketone	nom.
" Java .....	.85-.90	" natural .....	.85-.95	" Xylene	14.00
Cloves, Zanzibar	2.40-2.45	Savin	6.50	Nonylic Alcohol.....	nom.
" Bourbon	2.25- 2.50	Snake Root	15.00-16.00	Phenylacetaldehyde	70.00
Copaiba	1.00-1.10	Spearmint	2.50-2.75	Phenylethyl Alcohol	52.00
Coriander	14.00-15.00	Spruce .....	.90-.95	Phenylacetic Acid.....	nom.
Croton	1.00-1.10	Tansy	2.25-2.50	Rhodinol, domestic	14.00-16.00
Cubebs	6.50-6.75	Thyme, French, red	1.35-1.40	" foreign	18.00
Erigeron	1.75-1.85	" white	1.50-1.65	Skatol, C. P. ....(oz.)	nom.
Eucalyptus, Australian, 70%	.70-.75	" Spanish, red.....	1.35-1.40	Terpineol, domestic.....	.40-.60
Fennel, Sweet	4.00-4.50	Verbena	8.00	" foreign	1.25
Geranium, African	5.25- 5.35	Vetivert, Bourbon	12.00-15.00	Terpinyl Acetate	2.75-3.00
" Bourbon	5.00- 5.15	" Indian	30.00-55.00	Thymol	17.25-17.50
" Turkish (palma		Wintergreen, (genuine gaul-		Vanillin .....	.65-.70
rosa)	3.50-3.75	theria)	4.00-4.50	Violet, Artificial,	7.50-12.00
Ginger	8.00-8.25	Wormseed	6.00-6.50		
Gingergrass	2.00	Wormwood	3.75		
Guaiac (Wood)	6.00	Ylang-Ylang, Bourbon....	12.00-15.00		
Hemlock .....	.90-.95	" Manila	28.00-40.00		
Juniper Berries, twice rect.	15.00				
Kananga, Java	5.00				
" Rectified..	5.50				
Lavender, English	25.00				
" Fleurs	5.35				
" Spanish .....	.80-.85				
Lemon	1.15-1.20				
Lemongrass	1.35-1.40				
Limes, distilled	2.75-2.85				
" expressed	6.50-6.75				
Linaloe	2.85-3.50				
Mace, distilled	1.55				
Mustard, genuine	22.00-26.00				
" artificial	22.00-26.00				
Neroli, petale	60.00-80.00				
" artificial	18.00-20.00				
Nutmeg	1.50-1.60				
Opoponax	16.00				
Orange bitter	2.50-3.60				

AROMATIC CHEMICALS.

Acetophenone	nominal.
Amyl Salicylate, domestic.	2.75-3.00
" foreign..	7.00-8.00
Anethol	2.50-2.75
Anisic Aldehyde	6.50
Benzaldehyde, domestic....	4.50-5.00
" F. F. C., do-	
mestic..	5.00-5.50
Benzyl Acetate, domestic..	6.00-7.00
" foreign..	nom.
" Alcohol	nom.
" Benzoate	10.00-11.00
Borneol	4.00
Bornylacetate	4.50
Bromstyrol	nominal
Cinnamic Acid	nom.
" Alcohol	nom.
" Aldehyde	3.50
Citral	3.00-3.25
" C. P.	3.50-3.75
Citronellol, domestic.....	14.00-20.00
" foreign	20.00-24.00

BEANS.

Tonka Beans, Angostura..	.90-1.00
" Para .....	.65-.70
Vanilla Beans, Mexican...	5.00-6.50
" Cut	3.75-4.25
" Bourbon ..	2.25-3.25
" Tahiti	1.50-1.60

SUNDRIES.

Ambergris, black... (oz.)	12.00-15.00
" gray ...	25.00-28.00
Chalk precipitated .....	.04½-.10
Civet, horns	2.25
Cologne Spirit	4.30-4.32
Lanolin .....	.50-.75
Menthol	3.00-3.10
Musk, Cab., pods....(oz.)	8.00-10.00
" grains	15.00-20.00
" Tonquin, pods. "	20.00-20.50
" grains	29.50-30.00
Orris Root, Florentine, whole	.16-18
" powd. and gran.	.19-22
Rice starch .....	.24½
Talc, Italian	35.00
" French	15.00-22.00
" Domestic	10.00-13.00

THE MARKET.

(Continued from page 180)

steadily rising prices for spirits. A sharp advance has been named in methyl anthranilate to \$32.00, foreign geraniol is also about \$2.00 higher. Another development of some interest is the higher market on geranyl acetate, \$8.00 to \$9.00 being now quoted in the trade.

Vanilla Beans.

Purchases of whole and cut Mexican vanilla beans at \$5.00 to \$6.50, and \$3.25 to \$4.25 per pound respectively, for the account of the large wholesale grocery concerns who are filling war orders for the United States Government have assumed extensive proportions. The total volume of business has exceeded the most optimistic expectations of the trade. In some quarters the brisk buying is attributed to the fact that chocolate manufacturers and extract makers have endeavored to lay in supplies prior to the impending taxation on alcohol.

There have been no new developments of any consequence in the primary market, although the shipping season on whole beans is now about closed, with the bulk of the stock already here. Transportation delays have affected certain small shipments, but these are expected to turn up during the next few weeks. So far as the primary situation is concerned the attention of the trade will now focus on the coming crop of cuts. It is thought that receipts of new crop cut Mexican beans will begin to arrive in this market immediately following the turn of the year.

The market on Bourbon vanilla beans has become firmer within the interval following advices from Marseilles telling of an upturn in the primary markets. Locally the price is now on a basis of \$2.25 to \$2.50 per pound, but a premium of about 10 cents over these figures is being asked in some hands, as import cost of good quality beans has advanced to \$2.60 per pound. Some scattered selling of off grade Bourbon beans has been noted here at about 25 cents under the quotations for prime quality.

South American or Guadeloupe beans are more or less nominal, with fair average quality stock ruling at \$3.25 to \$3.75 per pound. Special brands are quoted up to \$4.25 per pound, however. Tahiti beans have been traded in in moderate volume, with green label beans held at \$1.45 to \$1.50 and white label at \$1.55 to \$1.65.

FOREIGN CORRESPONDENCE.

(Continued from page 180)

pagnie Française des Parfums d'Orsay. In addition to the goodwill there are a retail shop at 17 Rue de la Paix, Paris, and a manufactory at Puteaux. There are also certain foreign branches, including the New York agency.

INDIA.

SANDALWOOD OIL.—Exports of sandalwood oil from Madras ports in 1916-17 were approximately 4,000 gallons, practically all of which went to the United Kingdom.

LEMON-GRASS OIL TRADE.—Consul Lucien Memminger, Madras, reports: High steamer freight rates and a lack of tonnage are the chief obstacles that now face the over-sea purchaser of Indian lemon-grass oil. Rates at Cochín are so unsettled that it is impossible to quote any at present, but the freight quotations Madras and coast to London via canal on February 16 were \$59.50 per ton of 50 cubic feet. The market report of the Cochín Chamber of Commerce issued February 1, 1917, states that the price of lemon-grass oil at Cochín on that date was \$9.08 per dozen bottles of 24 ounces as compared with \$9.73 on January 1. Supply moderate.

According to the report 46 dozen bottles of lemon-grass oil were shipped to Marseilles in January and 680 dozen bottles to New York, no other countries receiving con-

signments. Exports to all countries in the seven months from July 1, 1916, to January 31, 1917, were 11,407 dozen bottles. The countries to which the exports went during the seven months were: United Kingdom, 1,671 dozen bottles; France, 7,064 dozen; America, 2,685 dozen; Japan, 7 dozen; and Bombay, 7 dozen.

JAPAN.

CAMPOR.—A statement from the Yokohama Boeki that the monopoly office in Tokyo estimates the output of camphor in Formosa this year at 11,616,000 pounds and receipts accruing therefrom at \$3,165,475 is quoted by the *Japan Gazette*. Indications that the price of camphor is gradually showing an upward tendency on the international market are noted. The shipments to the United States last year amounted to 528,000 pounds each month, and under a new contract between the Japanese authorities and American merchants, the monthly shipments since April 1 have been increased to 1,056,000 pounds.

EMBARGO.—Effective August 25, an embargo has been declared on coconut oil and copra, which may only be exported on special licenses.

MANCHURIA.

RISE IN PRICES OF SOYA BEANS.—Cablegram from American Consul at Dairen, Manchuria, Aug. 14: "Heavy speculation and short stocks are raising present record prices of soya beans, cake and oil. Think prices will rise steadily till and will be high all winter. Crop germination affected by drought and now floods."

SPAIN.

OLIVE OIL.—A decree of July 5, prohibited the exportation of olive oil until November 15 unless shipped before July 25. A decree of July 14 modified this order by permitting the exportation of fine oils in barrels or casks upon fulfillment of other conditions set forth in first order, and if trade-marks or commercial names of exporters are not registered other proof of their previous use will be accepted. The exportation of fine olive oil is permitted only at following Spanish customhouses, Port-bou, Barcelona, Tarragona, Valencia, Alicante, Cadiz, Seville, Malaga, Huelva, Vigo and Irun. Customhouse authorities reserve the right to test oil presented for export at expense of exporter.

The Spanish Government by royal order imposed an export tax of \$3.27 per 100 pounds on exports of fine oil in bulk referred to in royal order published July 5.

Consular Agent Agostini, at Tarragona, reports: "The stocks of olives are rapidly exhausting at increasing prices. The outlook is favorable for a good crop."

SWITZERLAND.

PERFUMERY AND COSMETICS.—A report just received from Consul General F. B. Keene, at Zurich, shows that the exports of perfumery and cosmetics from Switzerland in 1915 were of 233 tons volume and valued at \$1,543,691, being an increase of 21 tons and a value of \$475,500 over the exports of the preceding year. The 1915 exports were distributed substantially as follows: Great Britain, \$364,361; France, \$210,685; Russia, \$187,861; United States, \$162,506; Germany, \$115,578.



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CRISIS IN THE SOAP TRADE.

The dilemma of the soap trade which faces the highest crude material costs in history is assuming nationwide importance. Unless some relief from the shortage of fats is afforded in the near future, a soap famine will no doubt eventuate. Despite the fact that more soap per capita is used in this country than any other place in the world, manufacturers face very serious conditions.

Crude materials cost soap manufacturers fully 100 per cent. more today than they did before the war. In other words, caustic soda has advanced 50 per cent., paper 110 per cent., coconut oil 90 per cent., coal 100 per cent., labor 38 per cent. and essential oils utilized for perfumery purposes 65 per cent. Of course wholesale selling quotations for the finished product have not stood still in the face of such spectacular advances in first costs. Soap makers, while paying twice as much as formerly for their raw materials, have only advanced their finished product 60 per cent., however, and those in a position to gauge future events predict that a further 20 per cent. advance will be necessary at an early date, but even this will not give the soap maker an even break.

Soon after the outbreak of the European war, when the Allies came to recognize its immediate and future needs, one of the first commodities affected was glycerine. Extraordinary profits have been harvested on this product, as witness the fact that before the war crude glycerine was selling at 12 to 13 cents per pound, while today it is 45 cents. Dynamite glycerine sold before the war at 20 cents; today it is 63 cents. The yield of glycerine from fats is not figured in excess of 10 per cent. Prior to the war soap makers used to figure the net costs of fats as being $4\frac{1}{2}$ cents per pound. Today this is all changed and the average figure is $11\frac{1}{2}$ cents, the average cost of glycerine to other fats being estimated today at \$11.70 per 100 pounds, against \$4.50 per 100 pounds before the war, or an advance of 200 per cent.

The biggest problem of the trade in the present juncture is how to provide an adequate supply of fats. This has resolved itself into the proposition of persuading the British government to lift its embargo on soap making oils from its Colonial possessions as well as from the "Tight Little Isle" itself. The British government controls the output of all but 35 per cent. of all the oils utilized in soap making and in glycerine manufacture. The principal vege-

table oils which come under this category are coconut, palm, soya bean and several other subsidiary oils. At a meeting of the Oil & Oil Seeds Associations, held in the offices of the Merchant's Association, Woolworth Building, on August 15, tentative proposals looking towards some relief from the embargoes which are shutting these oils out of this country were advanced.

In the meantime the situation appears to be getting more precarious from day to day. There has been an advance of \$10 per ton in ocean transportation rates from the Orient, the latest quotation for cargoes delivered at Seattle and San Francisco and to be brought overland to New York being \$50 per ton. This has prompted a further precipitate advance in soya bean oil which has lately sold on the Pacific coast in tank cars at 13 cents. China wood oil has gone up 2 cents in a brief period, in sympathy with a higher market on linseed oil.

While there are few who profess to see their way clearly through the existing chaos, one conclusion seems inevitable, and that is, that whether the war ends tomorrow or continues for a couple of years longer, fats are bound to jump until they have attained a level of at least 50 cents per pound. Foreign markets are absolutely clean of fats as near as can be ascertained, the price abroad having risen to \$4 per pound. If peace were declared tomorrow there would be such a wild scramble to buy fats in this country that there is practically no limit to the levels which could be attained.

While domestic soap production has been running at a record pace, due primarily to the efforts to speed up glycerine manufacture, no great surplus has been laid away for the reason that in order to keep stocks moving manufacturers have had to sell their product abroad at ruinously low prices. In connection with this situation a representative of a leading soap maker points out that his company is only doing two-thirds of the business it should be doing. Lack of shipping space is now checking exports, and goods are beginning to pile up in store, one example being the recent relegation of a shipment of 5,000 boxes of soap into warehouse because of inability to secure the necessary tonnage.

All in all the soap trade seems to be between the devil and the deep blue sea, and added to its other chronic ailments comes the late information from Spain of a contemplated export duty of 40 pesetas on olive oil, equal to 30 cents per gallon on commercial and edible varieties. This has brought out a sharp uplift in prices in the local market. It is pointed out that this export duty cannot go into effect until the embargo on olive oil from Spain, which extends until November 15, is lifted. However, the Spanish Government plans to extend its embargo beyond November 15, but even if shipments are permitted, first costs will be augmented to the extent of the proposed export duty.

POTASH BILL PASSES SENATE.

The Senate has passed the Pittman bill, to encourage the development of the country's potash and other chemical resources through lease of Government lands at Searles Lake, San Bernardino County, Cal., and of other Government lands in the West. The measure has gone to the House for action, and is expected to pass.

The acquisition of some 20,000,000 tons of chloride of potash from San Bernardino County is expected to accrue as a result of operations to be opened up by prospectors under Government grant or lease. The bill authorizes the Government to permit prospecting for chlorides, sulphates, carbonates, borates, salicilates, and nitrates of potash for a period of not exceeding two years, the area to be embraced in the prospecting to be not over 2,560 acres of land "in reasonably compact form."

Leases may be issued to develop the lands running up to 50 years, subject, after that, to adjustment for longer periods by the Secretary of the Interior. The lessee must pay a royalty to the Government equal to 2 per cent of the gross value of output at the point of shipment. Rental of not less than 25 cents per acre for the first year, not less than 50 cents for the second, third, fourth, and fifth years, and \$1 for every succeeding year up to the expiration of the lease, is stipulated.

MAKING POTASH FROM MOLASSES.

Ending the manufacture of acetone, which has been made for two years for use in the manufacture of high explosives, the plant of the Curtis Bay Chemical Co., subsidiary of the United States Industrial Alcohol Co., at Stone House Cove, Anne Arundel County, Md., will be used for the manufacture of potash from molasses.

Already the manufacture of potash has begun. It is to be made from molasses refuse obtained at the Curtis Bay Distillery which has supplied the chemical plant with alcohol since its completion. It cost \$2,000,000 to erect. More molasses enters the port of Baltimore than any other in the country. Hundreds of thousands of dollars' worth of the molasses waste, after the alcohol is made, has been thrown into the river since the plant began operation, but now it is proposed to save the waste and ship it to the chemical plant, where it will be made into potash and other valuable products. Oils and greases are to be obtained in large quantities, and the final refuse will be made into feed for cattle.

NOT ALL IN THE SOAP SECTION.

Our soap industry readers must not think our interest in them is confined to this department. Soap news is to be found practically every month in the Trade Notes department. Obituary Notes, especially this month, contain items of interest. The Foreign Correspondence often has news affecting the soap trade as well as other branches. Current Patents and Trade Marks are given in that department, except when of foreign origin or of unusual interest. As one of our subscribers recently said, you "must read the AMERICAN PERFUMER from cover to cover." He does it and profits thereby.

Spain's Soap Exports Decreasing.

Common Soap to the weight of 606,328 kilos was exported from Spain during the first three months of 1917. The figures show a marked decrease.

POTASH FOUND IN ABYSSINIA.

An important source of potash salt, but one which could not hope to successfully compete with Germany under normal conditions unless production and transportation cost can be very decidedly lowered, has been opened in Abyssinia, according to consular advices. The discoverer of the deposit obtained a 25-year concession from the Abyssinian Government.

Its location is in a barren and waterless district about 46 miles inland from the little Red Sea settlement of Fatimari. The potash deposit is large and is said to resemble those at Stassfurt, Germany. The operating company estimates there are available at least 850,000 tons of the salt deposit, averaging not less than 55 per cent potash. There are hot springs that add steadily to the deposit.

Since the war began an Italian company was formed known as the Compagnia Mineraria Colonaile, which, it is said, paid the concessionaire \$482,500 for his rights. This company started active work and soon had approximately 8,000 men employed in mining the potash, making a road to the coast and building a port at Fatimari. The potash was taken to the coast by camel loads at a cost of about \$48 per ton.

One of the members of the company is the proprietor of a large chemical industry in Italy and he agreed to take 1,000 tons of potash per month, the estimated total output of the mine at \$193 per ton.

STATISTICS OF THE SOAP INDUSTRY.

The Census Bureau has issued a book of 722 pages giving detailed statistics of the soap and 339 other industries. The essential chief facts were printed in the SOAP SECTION at the time the original abstract was issued. Persons desiring to get more details than can possibly be reprinted in a magazine are advised that the book can be purchased for 65 cents a copy on application to the Superintendent of Documents, Government Printing Office, Washington, D. C. Further reference to the book is made in our editorial section.

Fats, Animal and Vegetable Oil Under Export Control.

The Exports Council has decided that inedible fats, animal and vegetable oils are included under the list of articles enumerated in the President's export-control proclamation. Exporters had asked whether it would be necessary to apply for license to ship abroad such articles. As it is anticipated that other questions of definition will come up, it is suggested that when exporters are in doubt they should apply for a license.

Potash Plant for East St. Louis.

A potash plant covering 40 acres, on the tracks of the Pennsylvania Railroad, will be erected in East St. Louis by the Alunite Company of America, with headquarters at Kansas City. The potash will be obtained from alunite and other minerals transported from Colorado to St. Louis. The plant, which will employ 1,500 men, is the first of its kind in the United States to extract potash from minerals.

Compound Lard in Making Soap.

A Chicago correspondent writes: "A soap-maker recently found it more profitable to buy compound lard with which to make soap than grease and tallow. With glycerine at over 60c. per pound, refiners can afford to pay high prices for grease."

Modern Soap Factory for Brazil.

A modern soap factory with a daily production capacity of 50,000 pounds of various grades of soap is to be erected at Livramento, Rio Grande do Sul, Brazil, by a company which is backed by Armour interests, according to a consular report.

METHODS FOR ANALYSIS OF FATS AND OILS

Report of the Committee on Editing Methods of Analysis Presented to the Association of Official Agricultural Chemists.*

(Continued from page 156, July, 1917.)

Cholesterol and Phytosterol in Mixtures of Animal and Vegetable Fats.

32 Alcohol Extraction Method¹⁰.—Tentative.

Introduce 200-300 grams of the melted fat into a flat-bottomed liter flask. Close the neck of the flask with a 3-holed stopper and insert through these holes: (1) a reflux condenser; (2) a right-angled glass tube, one arm of which reaches to a point 6 mm. above the surface of the melted fat, the other being closed a short distance from the flask by means of a short piece of rubber tubing and a pinch-cock; (3) a glass tube bent so that one arm reaches down to the bottom of the flask and the other serves as a delivery tube for a 700 cc. round-bottomed flask containing 500 cc. of 95% alcohol by volume.

Place the flasks, containing the melted fat and the alcohol, on a steam bath and heat so that the alcohol vapor passes through the melted fat in the liter flask and is condensed in the reflux condenser, finally collecting in a layer over the melted fat. After all the alcohol has passed in this manner into the flask containing the fat, disconnect the flask from which the alcohol has been distilled and attach a tube to the short piece of rubber tubing attached to the right-angled glass tube [see (2) above] and siphon the alcohol layer back into the alcohol distillation flask. Reconnect as at first and again distil the alcohol as in the first operation. When all the alcohol has been distilled, siphon it again into the distillation flask and extract in the same manner for a third time.

Discard the fat and retain the alcohol which now contains practically all of the cholesterol and phytosterol originally present in the fat. Concentrate the alcoholic solution to about 250 cc. and add 20 cc. of potassium hydroxide solution (1 to 1) to the boiling liquid. Boil for 10 minutes to insure complete saponification of the fat, cool to room temperature and pour into a large separatory funnel containing 500 cc. of warm ether. Shake to insure thorough mixing and add 500 cc. of water. Rotate the funnel gently to avoid the formation of extremely stubborn emulsions, but mix the water thoroughly with the alcohol-ether-soap solution. A clear, sharp separation takes place at once. Draw off the soap solution and wash the ether layer with 300 cc. of water, avoiding shaking. Repeat the washing of the ether solution with small quantities of water until all the soap is removed. Transfer the ether layer to a flask and distil the ether until the volume of liquid remaining in the flask measures about 25 cc. Transfer this residue to a tall 50 cc. beaker and continue the evaporation until all the ether is driven off and the residue is perfectly dry. If desired, a tared beaker may be used and the weight of the unsaponifiable matter determined at this point.

Add 3-5 cc. of acetic anhydride to the residue in the beaker, cover the beaker with a watch glass and heat to boiling over a free flame. After boiling for a few seconds, remove the beaker from the flame, cool and add 35 cc. of 60% alcohol by volume. Mix the contents of the beaker thoroughly, filter off the alcoholic solution and

wash the precipitate with 60% alcohol. Dissolve the precipitate on the filter with a stream of hot 80% alcohol by volume and wash the insoluble portion well with 80% alcohol. Acetates of cholesterol and phytosterol are dissolved while the greater portion of the impurities present (including paraffin and paraffin oil if present) remain behind on the filter. Cool the combined filtrate and washings to a temperature of 10°-12°C. and allow to stand at that temperature for 2-3 hours. During this time the acetates of cholesterol and phytosterol crystallize from the solution. Collect the crystals upon a filter, wash with cold 80% alcohol and then dissolve them in a minimum amount of hot absolute alcohol. Collect the alcoholic solution of the acetates in a small glass evaporating dish, add 2 or 3 drops of water to the solution and heat if not perfectly clear. Allow the alcohol to evaporate spontaneously, the contents of the dish being stirred occasionally to mix the deposit of crystals, which form upon the edges, with the main body of the liquid. As soon as a good deposit of crystals has formed, collect them upon a hardened filter, wash twice with cold 90% alcohol and dry by suction, drying finally at 100°C. for 30 minutes, and determine the melting point in the apparatus shown in 11, Fig. 12. (See page 121, June issue of the AMERICAN PERFUMER), using sulphuric acid in the outer beaker and glycerin in the inner tube.

The melting point of the first crop of crystals usually gives definite information as to the presence or absence of phytosterol but the conclusion indicated should be confirmed by recrystallizing the crystals from absolute alcohol and again determining the melting point. If the crystals are pure cholesteryl acetate, the melting point of the second crop should agree closely with that of the first. If phytosteryl acetate is present, however, a higher melting point will be noted, as phytosteryl acetate is less soluble in alcohol than cholesteryl acetate. The melting point of cholesteryl acetate is 114°C., that of phytosteryl acetate 125°-137°C.

33 Digitonin Method. (Marcusson and Schilling¹¹) —Tentative.

Shake vigorously 50 grams of the oil fat for 15 minutes in a separatory funnel with 20 cc. of a 1% solution of digitonin in 95% alcohol by volume. Allow the mixture to stand for a time until the emulsion separates. The lower or fat layer should be quite clear while the alcohol layer contains a bulky, flocculent precipitate. Draw off as much as possible of the fat, avoiding any loss of the precipitate. Add 100 cc. of ether to the alcohol layer and filter the mixture. Wash the precipitate with ether until free from fat; after drying in the air, transfer it to a tall 50 cc. beaker, add 2-3 cc. of acetic anhydride and cover the beaker with a watch glass. Then boil slowly over a low flame for 30 minutes. After cooling, add 30-35 cc. of 60% alcohol by volume and mix the contents of the beaker thoroughly. Filter off the alcohol solution and wash the precipitate with 60% alcohol, then dissolve it on the filter with a stream of hot 80% alcohol by volume from a wash bottle and set aside the filtrate in a cool place (10°C. or below). After the acetates have crystallized out of this solution filter them off, recrystallize

*From the Journal of the Association of Official Agricultural Chemists.

from the absolute alcohol, dry and determine the melting point of each crop of crystals, as directed under 32.

34 Unsaponifiable Residue¹².—Tentative.

Saponify 5 grams of the oil or fat with alcoholic potassium hydroxid solution and remove the alcohol by evaporation. Wash into a separatory funnel with 70-100 cc. of water and extract with 50-60 cc. of ether. If the 2 liquids do not separate, add a few cc. of alcohol. Separate the water solution and wash the ether with water containing a few drops of sodium hydroxid solution. Again extract the soap solution and washings with ether and evaporate the combined extracts to dryness. In most cases it is advisable to add a little alcoholic potassium hydroxid solution to the residue and heat in order to saponify any traces of fats left unsaponified and extract again with ether. Transfer to a weighed dish and dry as quickly as possible in a water oven.

Many of the hydrocarbon oils are volatile at 100°C., so that the drying should not be carried any further than necessary. With resin oil, paraffin wax and the denser mineral oils there is little danger of loss at 100°C.

On account of the solubility of soap in ether and petroleum ether it is well to wash the residue with warm water containing a little phenolphthalein. If the reaction is alkaline, soap is present and the residue must be further purified.

Resin Oil.

35 Qualitative Test.—Tentative.

Polarize the pure oil, or a definite dilution with petroleum ether, in a 200 mm. tube. Resin oil has a polarization in a 200 mm. tube of from + 30° to + 40° on the sugar scale (Schmidt and Haensch) while most oils¹³ read between + 1° and - 1°.

Cottonseed Oil.

36 Halphen Test¹⁴.—Official.

Mix carbon disulphid, containing about 1% of sulphur in solution, with an equal volume of amyl alcohol. Mix equal volumes of this reagent and the oil under examination, and heat in a bath of boiling, saturated brine for 1-2 hours. In the presence of as little as 1% of cottonseed oil, a characteristic red or orange-red color is produced.

Lard and lard oil from animals fed on cottonseed meal will give a faint reaction; their fatty acids also give this reaction.

The depth of color is proportional, to a certain extent, to the amount of oil present, and by making comparative tests with cottonseed oil some idea as to the amount present can be obtained. Different oils react with different intensities, and oils which have been heated from 200°-210°C.¹⁵ react with greatly diminished intensity. Heating 10 minutes at 250°C. renders cottonseed oil incapable of giving the reaction¹⁶.

(To be continued.)

Germans Extracting Fats from Wool.

"Fats from Wool; Germany's Latest Ingenuity," is the heading given by a Scottish paper to a case in the Prize Court concerning an agreement between certain Swedish merchants and German spinners to send wool imported into Sweden to Germany to be combed, so that Germany might have the benefit of the fats extracted in the combing process, which were, of course, of great value for munition purposes. The process of extracting these fats has, however, been known for many years.

SOAP SUBSTITUTES IN GERMANY.

According to a neutral observer, says the *London Oil, Paint and Color Trades Journal*, since the disappearance of soap, laundry work in Germany has been a heart-breaking business with the innumerable substitutes provided by German inventive genius. The writer says that if one may judge by the many complaints published in the newspapers, the majority of these substitutes are quite useless as cleansers. But now it has been discovered that in several of these "waschmittel" lurks an element of danger to life and limb. So dangerous, indeed, are some of these substitutes that the police president of Berlin has deemed it necessary to issue an official warning concerning them. It has been discovered that several varieties contain a sodium superoxide which, although it possesses good bleaching qualities, is nevertheless liable to explode when brought into contact with water or heat. People are therefore warned against the use of such substitutes. Another neutral states that toilet soap has now become so costly that home-made soap is made out of butter, which, it is true, is extremely scarce, but is still provided. Those who have no money to buy the extremely dear article must use a powdered earth which can only be made to lather with the utmost difficulty, and which long after being used leaves a nasty odor.

GLYCERINE FROM WAR'S WASTE FATS.

Lieut.-Col. T. Leigh Wood, speaking on "Housekeeping for the Soldier," at the National Welfare and Economy Exhibition in England, remarked "that out of the scraps from the dinner table and other by-products we obtain 1,250 tons of glycerine a year. That amount of glycerine provides means of sending 12,000,000 80-pounder shells flying toward the Germans, as the result of the work of good cooks, who give the men the best of food, but who do not waste the by-products. The scraps of meat from the dinner table, and even the grease from the plates, are converted into glycerine, and the actual saving of money by this means represents hundreds of thousands of pounds. In order that there shall be a continuance of this excellent system, the War Office is setting up degreasing plants to deal with by-products after the war, so that energy and constructive ability put into operation at the present time will continue at the cessation of hostilities."

FATS HIGH IN GERMANY.

The office of the Food Administrator announces that the demand for fats in Germany, notwithstanding the enormous quantities that have until recently been received through the neutral nations, is illustrated by advertisements in German newspapers just received here.

"For sale, for cash on delivery, fat for frying, 17 marks (\$4.05) per pound," reads one advertisement.

"Goose fat, 22 half marks (\$5.36) per pound," reads another.

"Duck fat, ¼ pound for 4.75 marks (\$1.13)," is a Dresden bargain sale announcement.

Glycerine Substitutes in Germany.

Two glycerine substitutes for dermatological purposes are announced in the *Chemiker Zeitung*, perglycerine and perkaglycerine. They are described as similar to glycerine in composition, and practically the same from a physical point of view, though without any sweet taste; colorless, perfectly neutral, and antiseptic. Perkaglycerine is preferred, being the more oily of the two and having stronger powers of water-attraction.

NOTES ON THE SPLITTING OF CASTOR OIL

Paper read by Mr. R. O. Jones, before the Liverpool Branch of the Society of Chemical Industry, 1917

As early as 1825 Chevreul and Gay-Lussac entrusted us with the key of the chemistry of fats and oils. The progress made since that time can scarcely be deemed satisfactory and a vast unexplored region undoubtedly still remains. Within the last few years, however, the study of oils and fats appears to have received a sudden impulse, due probably to the introduction of butter substitutes and of hydrogenated fats. Phenomena such as the drying of oils, the development of rancidity, and polymerisation of oils, can scarcely be understood until clear insight into the constitution of the substances under investigation has been obtained. Much work has certainly been carried out, but we are not yet in a position to state that the composition of a single natural fat or oil is known with certainty.

In this paper a few of the properties of castor oil, or more correctly, perhaps, of castor oil fatty acids, will be dealt with.

This oil has several characteristics which differ in a marked manner from those of other fats or oils. Its insolubility in ether and its solubility in alcohol, its high viscosity and the transparency of its sodium soap, may be quoted as examples. These properties are attributed to its chief constituent, namely, *ricinolein*.

In order to render the latter part of these notes more explicit, I shall give a brief résumé of the investigations carried out upon ricinoleic acid. It should be noted that in all cases the fatty acid has been prepared by direct saponification of the oil.

Hazura and Grüssner* maintained that the fatty acids derived from castor oil consisted of a mixture of ricinoleic and *iso*-ricinoleic acids. This is, however, doubtful, in view of the work of Haller,† who was able to identify one acid only. Of the other constituents of the oil, 1 per cent. of dihydroxystearic acid was discovered by Juillard, together with some stearic acid. From a consideration of the iodine value and acetyl value, it is calculated that castor oil consists of about 93 per cent. of ricinolein.

The constitution of ricinoleic acid first proposed by Goldsobel,‡ namely:



has been verified by Haller and Brocket,§ who prepared the peroxonides of the esters and identified the products obtained on treatment with sodium carbonate.

An acid of the above constitutional formula is likely to prove interesting from the theoretical point of view. It contains an asymmetric carbon atom and an ethylenic double bond, and is also a hydroxy acid.

We surmise, therefore that the acid should be capable of existing in two isomeric forms due both to the carbon atom and also to the double bond. This is actually the case. Castor oil itself is optically active, and similarly the

ricinoleic acid prepared from it has a specific rotation $[\alpha]_D = +6.25^\circ$ to 7.5° in acetone solution (Waldén).

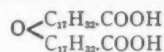
The *levo* acid has not yet been isolated. Again, on treatment with nitrous acid, it is converted into its geometrical isomer, ricinelaidic acid, a crystalline solid, m.pt. 52° – 54° C. (Wohlenburg). These are comparable to the well-known fumaric and maleic acids.

The condensation products theoretically possible owing to the presence of both the hydroxyl and carboxylic groups are numerous, and for comparison these have been tabulated (see Table I.).|| We shall have occasion to refer to some of these later.

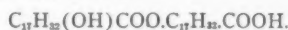
According to H. Meyer,** ricinoleic acid polymerises on standing into polyricinoleic acid, accompanied by a reduction in the iodine value and an increase in the specific gravity. The polymerised product is reconverted into the original acid on boiling with alcoholic potash. Wohlenburg noticed a fall in the neutralization value from 188.2 to 170.9 in five months.

The reactions occurring on treating the fatty acids and castor oil itself with sulphuric acid, forming the so-called Turkey red oil, have been the subject of various investigations.

Among other products, Juillard* claims to have isolated dibasic diricinoleric acid



monobasic diricinoleic acid



and dihydroxystearic acid.

He maintains also that polymerisation proceeds further, giving rise to the formation of di-, tri-, tetra-, or penta-ricinoleic acids. This view is contested by Scheurer Kestner, who believes that the highest polymerization product of this nature is di-ricinoleic acid where the combination is due to the splitting off of water from two hydroxyl groups, whereas those of Juillard are of ester formation.

Rassow and Rubinsky† have investigated the products formed when ricinoleic acid is heated alone and in the presence of various catalysts. They come to the conclusion that under the conditions of their experiments, that is, up to a temperature of 150° C., the products obtained are the polyricinoleic acids of the ester type. Such a change was greatly accelerated in the presence of small quantities of sulphuric acid, the neutralization value falling as low as 25 per cent.

With the above remarks upon the extent of our knowledge of ricinoleic acid and its general properties, I shall proceed to describe the work carried out on the "splitting" or "hydrolysing" of castor oil, by two well-known methods, namely:

1. Hydrolysis by means of Twitchell's reagent.
2. Hydrolysis by water under pressure in the presence of bases, generally termed "autoclave splitting."

The results may be found of interest as no information

* Monatsh. f. Chem., 1888.

† Comptes rend., 1907, 462.

‡ Berichte, 1887, 962.

§ Comptes rend., 1910, 496.

|| *cf.* Z. angew. Chem., 1913, 316.

** Arch. d. Pharm., 1897, 184.

* Bull. Soc. Chim., 1894, 11, 280.

† Z. angew. Chem., 1913, 318.

upon the splitting of castor oil could be gathered from published literature.

(1) Twitchell's reagent, a product obtained by the action of sulphuric acid upon a mixture of oleic acid and a hydrocarbon such as benzene or naphthalene, has an accelerating effect upon the hydrolysis of fats by steam. The oil is placed in a covered wooden vat together with a small quantity of the saponifier. Steam is then blown

vigorously through the liquid for several hours. The extent of hydrolysis can be followed by a determination of the acid value in the usual manner.

When the desired splitting effect has been obtained, the mixture is acidified, whereby the emulsion formed is broken and the fatty acids are obtained clear on the surface.

(To be continued)

TABLE I.

Condensation products of ricinoleic acid theoretically possible.

	Equivalent weight by titration.	Sap. value.	Acetyl value.	Iodine value.
1. Ricinoleic acid. $C_{18}H_{33}O_2$	298.3	188.1	188.1	85.2
2. Saturated lactone. $C_{18}H_{33}O_2$	0	188.1	188.1	0
3. Saturated lactide. $C_{18}H_{33}O_2$	0	188.1	188.1	0
4. Glycidic acid. $C_{18}H_{33}O_2$	298.3	188.1	0	0
5. Half saturated diricinoleic acid. $C_{18}H_{33}O_2$	596.5	188.1	188.1	42
6. Ricinoleic anhydride. $C_{18}H_{33}O_2$	—	104.2	194.2	87.8
7. Dibasic diricinoleic acid. $C_{18}H_{33}O_2$	299.2	104.2	0	87.8
8. Unsaturated lactone. $C_{18}H_{33}O_2$	0	200.4	0	90.6
9. Unsaturated lactide. $C_{18}H_{33}O_2$	0	200.4	0	90.6
10. Polyricinoleic acids.				
Di-ricinoleic acid	578.5	104.2	97.1	87.8
Tri-ricinoleic acid	858.7	104.2	65.4	88.7
Tetra-ricinoleic acid	1138.9	104.2	49.3	89.2
Penta-ricinoleic acid	1419.2	104.2	39.6	89.5
Constants of products obtained by				
A. Twitchell's reagent	669.6	195.5	—	88.8
B. Autoclaving:—				
(a) Mixture	590.4	192.6	70.8	88.0
(b) Alcohol-soluble acid	476.7	191.4	—	87.7
(c) Acids derived from iron salts	917.6	—	—	88.5

CONFERENCE ON PALM OIL.

At the general meeting of trades interested in the importation of Palm and Palm Kernel Oils, held August 15 in the Assembly Room of the Merchants' Association of New York, the work of the committee appointed at the meeting in the Bureau of Foreign and Domestic Commerce on June 21 was endorsed, and the Charter and Articles of Incorporation of the "Oils and Oil Seeds Association of America" were approved. As soon as copies of these papers are printed, the same will be mailed to all interested firms. To insure receipt it will be advisable for request be sent to T. G. Cooper, secretary, 47 North Second street, Philadelphia.

COCOANUT INDUSTRY IN INDIA.

(From Consul Lucien Memminger, Madras, India.)

Tata & Sons, of Bombay, will shortly open a factory at Ernakulan, Cochin, for the manufacture of margarin from cocoanut oil. The estimates for the factory amount to \$746,196. The London office is Tata (Ltd.), 6 Lombard Street, E. C. Mr. C. P. Perin, 2 Rector street, New York, is consulting engineer.

The English soap-making firm Lever Brothers, has decided to start a soap industry on the west coast and the factory will be located at Feroke, 6 miles south of Calicut. The resources of the region in cocoanut oil and copra will also be utilized for the soap-making establishment.

FEATURES OF SOAP MATERIAL MARKET.

(Continued from next page.)

We see but little hope of any decline for deliveries over the balance of this year, although possibly, as we approach 1918, offerings for that year may have the effect of sentimentally easing the spot and nearby market, as practically the entire production of both crude and refined for 1918 has yet to be marketed, and this may cause some uneasiness and cheaper offerings on the part of the sellers.

Vegetable Oils

There has been a more active demand for most commodities in the vegetable oil list and prices have generally attained higher levels than prevailing a month ago. The upward movement has been primarily due to the advance in ocean transportation rates from the Orient, but is also traceable to the upward movement in cottonseed oil and, other competing oils. This has prompted buyers to shake off the apathy which they had been showing since early Spring, but in only a few oils have they been able to operate freely since the uncertainty regarding freight and transportation and the maintenance of embargoes by the British Government has made future trading extremely difficult and largely a matter of negotiation.

Those speculative lots of coconut oil which had been pressing for sale have apparently been taken up and the tone of the market is firmed, with prices now working up to a parity with copra. Consumers have been taking Ceylon and Cochinchina grades of coconut oil for requirements at the advanced prices, which are close to 90 per cent. higher than what they were before the war. The market on soya bean oil has advanced considerably, sales having gone through on the Pacific Coast in tank cars at 13 cents.

The embargo placed by Spain on shipments of olive oil will extend until November 15, according to late advices, and it is proposed to further extend the embargo after this date. Importers are holding the oil high enough to cover the Spanish export impost, which will amount to 40 pesos or 30 cents per gallon. Olive oil foots has advanced to the new high record of 20 cents per pound, and importers declare that very little is to be had on spot and that future arrivals are also uncertain.

Heavy Chemicals

The soap making and allied trades confront still higher crude material costs at a time when the expectation was that prices would ease due to seasonable summer slackness of demand. The principal event has been the sharp jump in the asking quotations for caustic soda to a basis of \$8.00 to \$8.25 per 100 pounds following a heavy wave of export buying. While contracts for 1918 have been accepted by producers at 3 3/4 cents basis of 60 per cent. works, these prices have only been nominal, for dealers have been quoting \$7.00 per 100 pounds flat for deliveries during the first three months of 1918. Soda ash while selling below the parity of caustic soda has now improved and is held at \$3.50 per 100 pounds in bags for prompt delivery, while for 1918 \$2.75 to \$3.00 per 100 pounds is quoted.

Continuous strength has been noted in all of the various mineral acids, atmospheric conditions having interfered to some extent with production during the hot weather of the past month. The tone of the market on sulphuric acid has been firm, as there has been every reason to believe that a further advance will be named in view of the scarcity of pyrites. Trading has been done on a basis of \$35.00 to \$36.00 per ton for 66 degrees brimstone; \$32.00 to \$35.00 for pyrite 66 degrees; while the 60 degrees has been held within the range of \$25.00 to \$32.00.

An unexpected scarcity has developed in carbonate of potash calcined 80 to 85 per cent. and the price is now largely nominal, with from 60 to 75 cents per pound asked, which compares with 35 to 40 cents asked previously. A good miscellaneous inquiry has persisted for caustic potash with the 88 to 92 degrees test maintained within the range of 85 to 90 cents per pound. In some incidences chemical dealers have permitted their business to drift due to the hot weather, but extensive preparations have been made for an early Fall trade, which is expected to start in briskly immediately following Labor Day.

AMERICAN SOAP IN HONG KONG.

The increased sale of American soap of all grades in the Hong Kong field has been a matter of price and freight space. The increase has been material, and it is likely that a large portion of the new trade will remain with the United States, reports George E. Anderson, American Consul-General at Hong Kong. British soaps are still entering this field in limited quantities, but the trade is greatly restricted by war conditions. The current high prices for soap supplies have resulted in developing the native soap-making concerns, and the prospective development of foreign-style soap factories on a large scale. In addition to the comparatively large soap factory in Hong Kong a new one is being established under an American trained soap expert. The concern is backed by ample capital, is importing its machinery from the United States, and expects to operate on a large scale.

The Standard Oil Company of New York is planning to establish modern soap factories in Hong Kong, Manila, and Saigon, cities that are under the control of its Hong Kong office. It is expected they will be in operation before Jan. 1. There has also been a large increase in small native soap factories. The total output of all these small concerns is considerable, and while the product is poor it has a marked influence upon the soap trade of south China generally. There will continue to be a good demand for higher grades of foreign soap, even at advanced prices. Nearly all of the substantial firms of Hong Kong interested in the soap trade now have satisfactory American connections, and the trade is developing rapidly.

MORE CAPITAL FOR LEVERS, LTD.

The continued expansion of the business of Lever Bros., Ltd., England, both at home and abroad necessitates the employment of additional capital, and the directors propose to create 10,000,000 new shares of £1 each, making the total capital up to £40,000,000. Immediately after the creation of the new shares an issue of a million is to be made, to be offered in the first instance at par to holders of the ordinary shares.

Lever Bros., Ltd., employ 700 men in their plant at Cambridge, Mass. A meeting was held on July 20 of employee co-partners at this plant and there was distributed a 10 per cent dividend on co-partnership shares held by the company's employees. Some of these employees received amounts in excess of \$200.

The co-partnership plan covers all employees of Lever Brothers throughout the world and during the eight years the plan has been in operation there has been distributed by the company for the benefit of employees, in co-partnership dividends and in prosperity sharing generally more than \$1,750,000.

CUSTOMS DECISION ON LANOLIN.

The United States Court of Customs Appeals, in a recent decision in the Merck case, goes extensively into the status of lanolin, quotes patent records, dictionaries and court decisions and finally reaches this opinion:

"Scientific authorities, dictionaries, and encyclopedias do not class adeps lanæ anhydrous as lanolin. Presumptively commercial usage is the same, and, in the absence of any showing of commercial usage to the contrary, the board's classification of it as 'wool grease' *** refined or improved in value or condition, and not as 'lanolin,' under paragraph 44, tariff act of 1913, is affirmed."

Soap Contract Awarded.

The following bids were received July 31 by the light-house inspector, Tompkinsville, N. Y., for furnishing 50,000 pounds fresh water laundry soap:

Universal Trading Co., New York City, \$4,865, 60 days; Old Dominion Paper Co., Norfolk, Va., \$4,995, 38 days; Armour & Co., Chicago, Ill., \$5,490; Holbrook Manufacturing Co., \$4,500; Granite City Soap Co., Inc., Newburgh, N. Y., \$4,450, 30 days, accepted.

MARKET REVIEW ON TALLOW, ETC.

(Specially written for this journal.)

With the recent decline in tallow prices from the previous level of about 19c. in Chicago, and of 18½c. for New York Special Tallow, and the lowest point reached several weeks ago, viz. 15c. per lb. for New York Special Tallow; the market has broadened, the next sale being at 15½c. per lb. in New York, since which time buyers and sellers have disagreed widely in their views. Hence, for lack of sales contract deliveries of tallow, last week were settled on the basis of 15½c. per lb.

In the meantime, Lard, which a month ago dropped to 20.10 for September delivery in Chicago, has gradually strengthened, and is now practically 23c. per lb., while Cotton Seed Oil, which suddenly fell from 15c. per lb. to 13@13¼c., has again advanced to 15½c. for the nearby deliveries and 15c. for new crop months. This Lard and Cotton Seed Oil reaction from bearishness is the foundation for the holding apart at present buyers and sellers in their views regarding the value of tallow.

If a round lot of New York Special Tallow were now obtainable at about 16¾c. per lb. it might be readily taken as is indicated by the sale today or 100 drums New York Special Tallow at 17c. per lb. Recently large quantities of South American Tallow due to arrive here a few months hence, were bought at 17c. per lb. indicating the faith of buyers for sustained prices.

It is as well to point out that the continued advance of tallow from 7¾c. per lb. without recessions to the recent high level of 18½c. per lb., entitled the market to a reaction, if only for technical reasons, and this latest reaction having carried tallow to the recent low price of 15c.; now, with an advancing and firmer tendency, the question is asked "Will tallow continue to go up and will prices surpass the recent top level of 18½c. per lb.?"

With Europe practically without fat stocks, with our embargoes against shipments of this material to the neutral countries, it is possible to assume that speculators may operate on the assumption that should peace come during the early part of next year, and with it an enormous demand for fat stocks of all kinds, both edible and inedible, that prices would advance tremendously; and it is therefore good policy to clean up present available supplies and hold for the rise; which rise would be anticipated some time before the actual large European demand sets in. On the other hand, we have to deal with the views of the Federal Government regarding values, and the possibility that similar action as taken in the wheat markets and since in the sugar market, may be used to control the price of fats, edible and inedible; in which event 18c. for good tallow may be looked upon as a limit.

Several of the largest soap makers have enormous supplies of tallow and oils, much of which they purchased a few weeks ago, when the market was around 14¾@15c. They consequently profess indifference to the course of the market.

That these interests must enter the markets again is a foregone conclusion, but it is mainly the question if in the meantime governmental restraint as well as accumula-

tions of supplies may operate to hold prices down. Should the opposite be the case, and speculators as well as large soapers try to buy simultaneously, we may look for the tallow market to hold strong and advance to a level beyond the previous highest level of prices.

August 17th, 1917.

TOBIAS T. PERGAMENT.

GLYCERINE.

Specially Written for This Journal by W. A. Stopford.

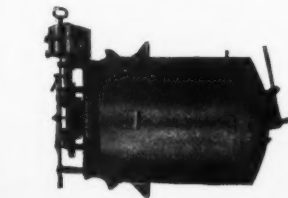
Since our last letter the market has remained very firm, but with practically no change in prices, up to the last ten days. Dynamite has advanced from 62½ cents to 63 cents on small domestic trading. A large export business in this grade was done prior to our July report, but only became known afterward. This month several hundred tons were sold for export at 65 cents. This export business, together with the requirements of the dynamite trade in this country, has reduced visible supplies for the balance of this year to very low figures, and has resulted in the absorption of a very large part of the unsold crude. Chemically pure has been advanced by the majority of the refiners to 64 cents in drums, and 65½ cents in cans, but a limited number of makers are holding their quotation at 63 cents in bulk, at which price, however, they are apparently not seeking trade, and are only offering subject to their confirmation.

The tallow market declined from 18½ cents to 14½ cents, and afterward recovered 2½ cents of the loss, but today is easy at 16½ cents. Oils have changed but little during this period, and are now firm. Glycerine, as we predicted some time since, has not followed fats, and will not while the supply and demand are as near together as they are today.

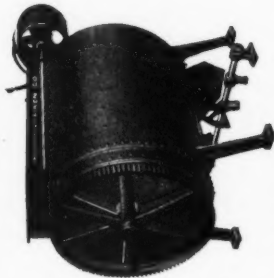
(Continued on page 189.)

SOAP MATERIALS.

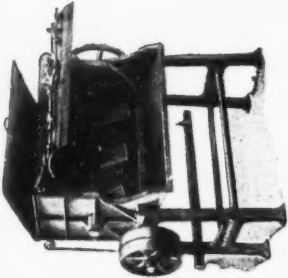
Glycerine, C. P., 63@65½c.
 Dynamite, 62½@65c.
 Crude, soap lye, 80 per cent. loose, 50c.
 Saponification, 80 per cent. loose, 50c.
 Castor Oil, 24@30c.
 Coconut, Cochín, nom.; Ceylon, nominal.
 Coconut oil, domestic Cochín, 19@20c.; domestic Ceylon, 16½@17c.
 Corn, crude, 14@14½c. nominal.
 Cottonseed, crude, tanks, \$1.12½; refined, \$1.347.
 Olive, denatured, \$1.90@2.00; prime foots, 19½@20c.
 Palm, Lagos, 17¼@17½c.; red prime, 16@16¼c.
 Palm oil, domestic, 16½@17c.
 Peanut, \$1.30@1.35.
 Soya bean, 14@14½c. nominal.
 Tallow, special loose, New York, 17½c. asked; tallow, city, 16¾c. asked; grease, yellow, 14@15c.; brown, 12¾@13¼c.
 Chemicals, etc., Borax crystals and granular, 8@8½c.
 Caustic potash, 88 to 92 per cent., 82@85c.
 Caustic soda, 76 per cent., \$8.12½@8.25 per 100 pounds.
 Carbonate potash, calcined, 80 to 85 per cent., 60@70c.
 Red oil, saponification, 15@15½c.
 Salt, common, fine, \$1.08@2.10.
 Soda ash, 58 per cent., \$3.50 per 100 pounds.
 Soda silicate, "iron free," 3½@4½c.
 Sulphuric acid, 60 degrees, \$25@32 per ton.
 Starch, pearl, \$2.85@2.91; powdered, \$2.90@3.
 Stearic acid, single pressed, 23c.
 Stearic acid, double pressed, 24½c.
 Stearic acid, triple pressed, 25½@26c.
 Zinc, oxide, American, 11½@15c.
 Rosin, water white, \$7.90 per barrel.
 Rosin, window glass, \$7.75 per barrel.
 Rosin, Nancy, \$7.40 per barrel.
 Rosin, Mary, \$7 per barrel.
 Pine oil, sweet, white, 69@71c.



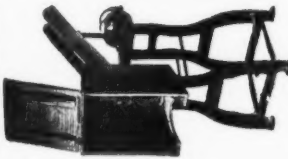
PERFECTION Cutter.



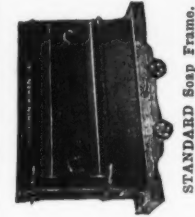
HORIZONTAL Crutcher.



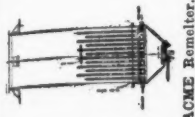
IDEAL Amalgamator.



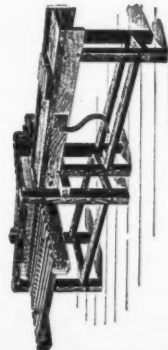
Soap Chipper.



STANDARD Soap Frame.



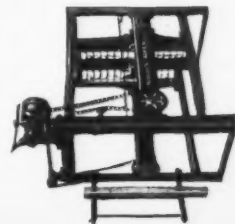
ACME Remelter.



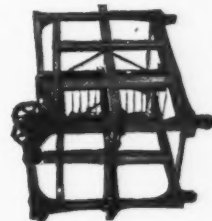
DOUBLE BACK Cutter.



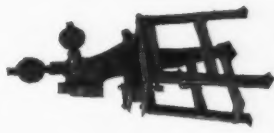
AIKEN Power Cutter.



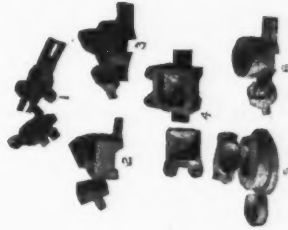
AIKEN Power Slabber.



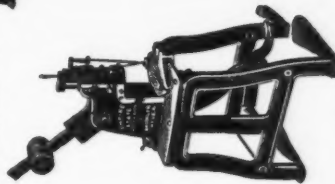
CHAMPTON Slabber.



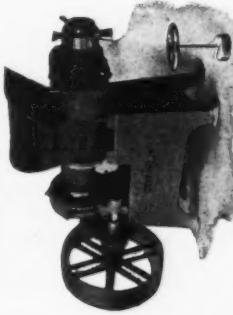
No. 4 Soap Press.



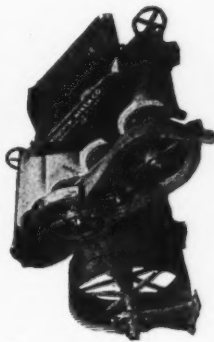
Soap Dies.



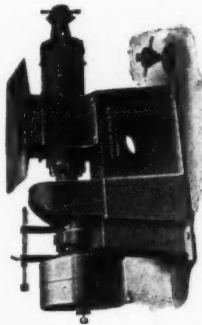
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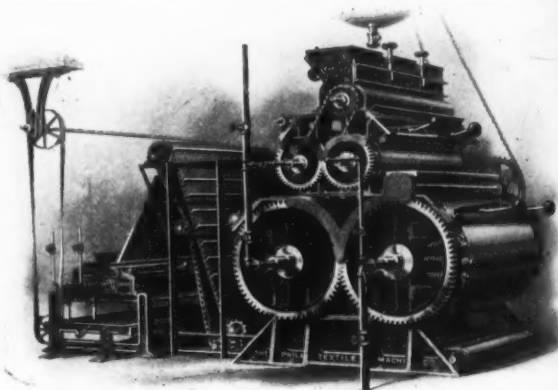
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POSITION WANTED by experienced and competent soap maker. Address S. W. No. 439, care of this journal.

YOUNG MAN until lately connected with a nationally known perfume concern, well acquainted with all the formulae of their toilet preparations, efficient in making them and managing factory intelligently, wants connection with a growing company. Reasonable remuneration. Will go any part of the country. Address S. W. No. 437, care of this journal.

PERFUMER with long experience in manufacturing perfumes and toilet preparations, also flavoring extracts, baking powder, etc., desires position in laboratory. All references. Address S. W. No. 459, care of this journal.

FIRST CLASS PERFUMER and toilet soap maker who has obtained his experience in the best factories in Germany and France, also in this country, is open for a position. Address S. W. No. 452, care of this journal.

CHEMIST. Widest experience here and abroad in manufacturing perfumes and toilet articles, able to build up complete new line and revise old formulas and packages desires to connect with reliable concern. Address S. W. No. 453, care of this journal.

WANTED. Agents calling on drug, department and ten cent stores to sell a wonderful 10c article. Very attractive package. Address H. W. No. 454, care of this journal.

EXPERIENCED SALESMAN for East, and one for West, to sell "Frivole," the new "French" creation in perfumes.

State experience, references, terms, etc. Address Luyties, 1112 Wilson Bldg., 1270 Broadway, New York, N. Y.

WANTED assistant perfumer in large New York factory. Must have had at least six months' experience and understand the manufacture of cold cream. Address H. W. No. 455, care of this journal.

PERFUMER having twelve years' laboratory experience blending oils for perfumer, toilet preparations, etc., desires position blending oils or as assistant perfumer. Will also consider position as accountant, manager or salesmanship. Reliable and capable. Excellent reference. Address S. W. No. 456, care of this journal.

WANTED young man of some experience in the manufacture of synthetics as assistant in making linalyl acetate, terpinyl acetate and geraniol. Salary \$25 per week to start. Address H. W. No. 460, care of this journal.

PERFUMER AND CHEMIST (B.Sc.) nine years' practical experience in perfumes, toilet articles and pharmaceuticals, now employed in the West, for good reasons, is desirous of locating in or around New York. Thoroughly competent in the perfection of formulas, creating new preparations, designing of packages, cost regulation, and well posted on present market conditions. Address S. W. No. 450, care of this journal.

WANTED—Assistant Perfumer in laboratory of one of the largest houses in the Middle West. Must have had some laboratory experience, either in soap perfuming or manufacturing of toilet articles. Salary \$75.00 to \$90.00 a month. Good opportunity for progress. Address H. W. 427, care of this journal.

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No. 123



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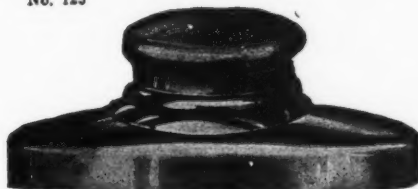
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No. 150



No. 188 CLOSED



No. 157

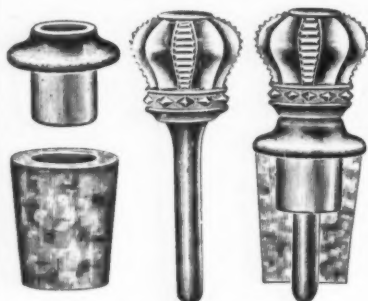


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PERFUME AND EXTRACT MANUFACTURERS
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This represents our latest and best effort in making an all Glass Sprinkler. Its merits speak for themselves. There can be no corrosion and the seal is so perfect that leakage is impossible.

Perfect Glass Sprinkler CANNOT CORRODE



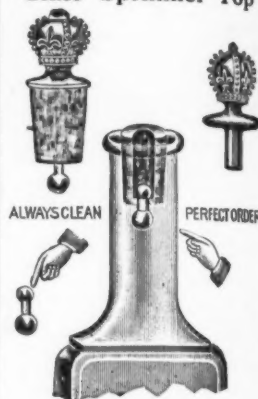
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PERFECT GLASS SPRINKLER

A beautiful combination of glass spout and metal top.

OUR LINE OF GLASS SPRINKLERS

THE BRAWNER PATENT SELF-CLOSING Glass Sprinkler Top



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Patent self-closing glass sprinkler top. For those who want a cork and glass plug.

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New York Office: 200 Broadway

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It keeps one hustling nowadays to keep up with things, and particularly is this true in the manufacture of paper boxes. Unusual conditions prevail, and, in order to meet them, and keep up the regular high quality, it demands one's being right "on the firing line" steadily.

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The extra efforts we are making now in the interest of our trade are going to bear fruit in the days to come.

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Boxes of All Kinds for the Toilet Preparations Trade
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The orange flower crop was very short this year, and Neroli prices will advance. The oil is now actually lower than in Grasse. Get our superb samples; deliveries, same quality.

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Lavender
Specialty: Guayac, Wood, Bois de Rose
Concrete Thyme—White, Red
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Vetivert—Indian, Bourbon
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Lemon

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Orange

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A POUND OF
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\$22.50

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You are going to use it right along, no matter how little you buy to begin with.

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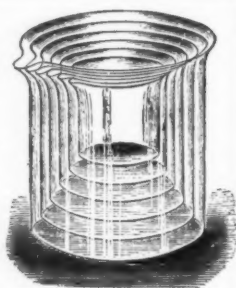
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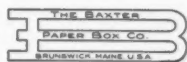
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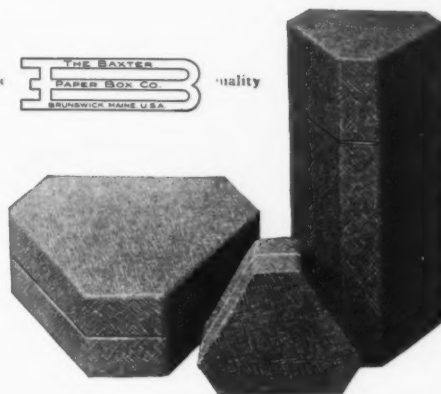
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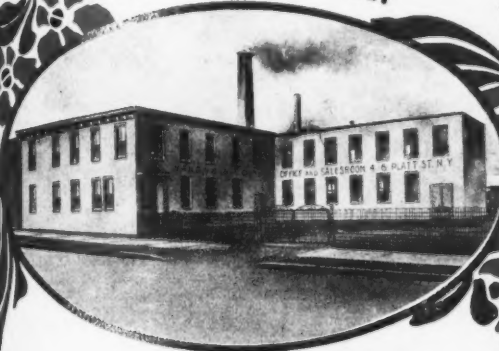
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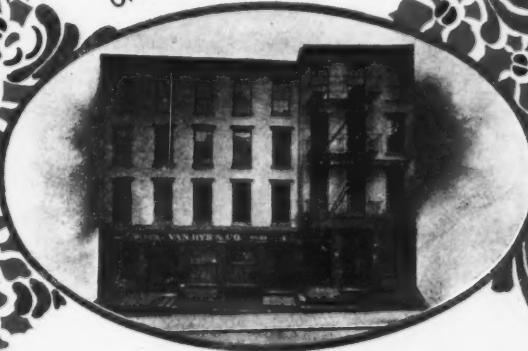
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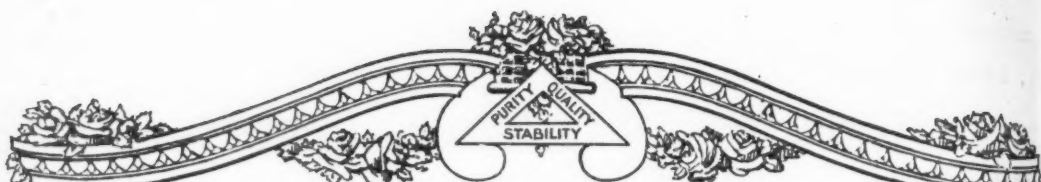
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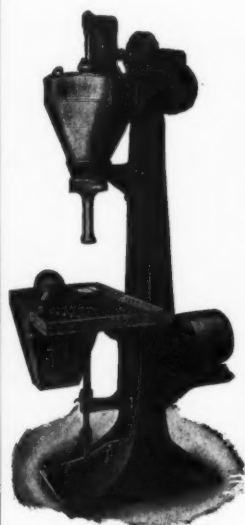
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